

ATRI News

November/December 2020



ATRI Building the Future for Illinois Auto Recyclers

Pictured L to R: Larry Brosten, *Auto Parts City, Gurnee, IL*
Joe Watson, *ABC Auto Parts Riverdale, IL*
Joey Devereux, *Available Auto Parts Decatur, IL*
Senator Andy Munoz
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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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Auto & Truck Recyclers of IL Membership

ATRI Direct Members

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.

- | | | | |
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Visit www.IllinoisAutoRecyclers.com to apply for membership!
Or call 877-880-2874 with questions.



President's Perspective

By Joe Watson, ATRI President

I honestly did not see the Covid-19 pandemic lasting as long as it has. Automotive recyclers are considered 'essential workers' just as it was when the US was involved in the wars during the last century. The population needs their vehicles repaired, and thus they need car parts. Vehicles still find their End of Life time and need to be scrapped responsibly. We are an essential part of the US economy and life goes on. I find that the 'Social Distancing' to be both troubling as well as welcoming. Having people 'close talk' to me has always been a bit annoying and we are not having any of that during the crisis. It amazes me that once the 'non-essential' citizens came out of their respective self-quarantine, they really want to get up in people's face and tell them, quite forcefully, that they are being unsafe. I want to tell them that I have been out in the 'dangerous world' this entire time, but they have been scared, and rightfully so. I think that the American people will finally embrace face covering and mask wearing when they are sick, in the effort to stem the illnesses they harbor. I do miss the social gatherings that have been taken from us and how that time will never be

forever be lost to time.

Business on the other hand has taken a turn around. We are now seeing more people on the roads (albeit some people are still driving as if the roads are empty as they were during the height of the quarantine) and things are getting closer to normal than they have been since March 2020. The service industry is getting back into swing, people are going out to dinner, getting haircuts and shopping for more than toilet paper and disinfectants. I may be wrong, as I have noticed I have been on occasions that I re-read some of the things I have written, but I think we are in the final stretch of this crisis. We postponed our convention for Spring 2021, and I am looking forward to meeting with my constituents. I miss the handshakes and hugs, even though the elbow bumps and foot taps have been interesting. I am ready for this pandemic to be over. I look forward to meeting up with everyone without masks, and getting back to normal. Oh, pay your dues, pay your bills, tell those around you that they are loved and support your Association.

Welcome New ATRI Members

New Direct Member:

Frank's West Side Auto Parts Inc
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Executive's Viewpoint

By Michelle Lechner, Executive Director

I am so excited to say that it's nice to hear that auto recyclers in IL are doing so well business wise. Other good news is hearing that the price of scrap is up too! Here at ATRI we have been focusing on our relationship with the General Assembly. As you see on the cover of this newsletter 3 of the Board of Directors attended a fund raiser in Rosemont last month. There is a story about it in this newsletter from Joey Devereux. It is so important that we continue our relationships with the legislative arena. We are finally well known and have made it really clear that there is an auto recycler in all regions in IL.

The 2021 dues notices will be going out in November. ATRI has made a few changes, but not really different than what you are paying now for your first yard to be a member of ATRI. Simply put, if you want your second yard to be a member you would pay for the second yard just the same as the first yard and according to how many employee's you have at that yard. You would need a renewal form for each yard. The second yard would not be responsible for the ATRI Industry Enhancement Fund of \$99 a month, just the main yard. With that said, we have changed the name from Legislative Initiative to the ATRI Industry Enhancement Fund.

The ATRI Industry Enhancement Fund is a requirement to be an ATRI member. Most of you pay the \$99 monthly with a cc that I keep on file. Others have chosen to pay the entire amount of \$1,188.00. Those are the choices moving forward. There are a few who like an invoice emailed monthly and those arrangements can be made by contacting the ATRI office. I will reiterate what Joey Devereux says in this newsletter, and refer back to the \$10 junk title fee, we need to make sure this does not happen again! Please understand it could. IL auto recyclers are finally being heard and we have more on the back burner ready to present but with a worldwide pandemic COVID 19 going on everything in our world as we know it has slowed down and even stopped. Things are beginning to slowly open and get back to somewhat of normal, or should I say new normal way of life. The ATRI Board of Directors has continued their quest with the legislative arena making sure we stay on the forefront of the issues at hand. I realize much of this may seem difficult to understand or comprehend, but that is what an association is all about. Watching out for you, the Illinois auto recyclers best interest. Please let me know if you would like to send any money to



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the legislators. If you do and are not sure of who or what you should send, call the ATRI office for assistance. We need our association to band together during these difficult times. We are sitting in a really good position to move forward and make the necessary changes to the IL Vehicle Code. One of the changes also made was that ATRI will get a seat on the IL SOS Advisory Board. That in itself is a big step and we are honored to be able to have a voice.

ATRI is still planning its Illinois/Missouri convention and trade show for the weekend of March 5/6 2021. We are going right back to Alton IL where we were last year. We are hoping we can have more than 50 people in a room by then. It will be same format as last year except for the Saturday night entertainment we will have live music by the band the Deja Voodoo band who plays one hit wonders and 70s and some 80s music. Their harmonizing is one of the best features of this group and I know you will thoroughly enjoy them. By March all will be stir crazy and ready to get out, so let's hope that happens. ATRI and MATR are looking

forward to seeing each and everyone of you. Please mark your calendars and plan to attend. This one will be a special celebration. Stay well and safe, and be careful through this holiday season. I wish an early "happy holidays" to each and every one of you.

Keep Recycling,

Michelle Lechner
Executive Director

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ATRI Building the Future for Illinois Auto Recyclers

By Joe Devereux

Fellow Recyclers,

Last night, myself, Joey Watson, Larry Brosten and two of his colleagues attended a fund raiser in Rosemont IL hosted by our Lobbyist team. This one was for Senate President Don Harmon, Senator Tony Munoz and Senator Bill Cunningham. We had a nice visit one on one with each Senator. Senator Munoz sat at our table for most of the evening. This guy is hilarious. Definitely a new friend of the Auto & Truck Recyclers of Illinois Association. Representative Jay Hoffman's reception will be late this fall.

I cannot stress enough how important it is to attend these events and send in money for their campaigns. Representative Hoffman was the most instrumental person removing



Left to right -
 Larry Brosten Auto Parts City, Gurnee, IL
 Joe Watson ABC Auto Parts Riverdale, IL
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our junk title fee. I handle over a thousand vehicles a year. That is more than \$10,000.00 dollars a year savings to my business and lively hood. It boggles my mind how fellow recyclers struggle to donate money to these candidates.

NOW is the time to prioritize ATRI, our monthly expenses and the direction we are engaged in. The Covid 19 has been a friend to all of us and our businesses. I find it hard to believe members can't find the time, or the resources to advance THEIR association as we continue to secure relationships for everyone's best interest. Please contact Michelle and **ask how you can do your part TODAY.**

The Facts About Batteries

By *Olivia Kaiser - Environmental Intern*
Elizabeth Grubb, MS, MPA - Storm Water Program Manager,
VET Environmental Engineering, LLC

Fall is here! Can you believe it? The leaves are beginning to turn, the weather is getting colder, and it is getting darker earlier every day. We hope you all are ready for the fourth quarter and gearing up to end a good, but strange, year! Today we thought we would talk about something that keeps the auto recycling world going, figuratively and literally.

Car batteries are an important part of the auto recycling industry, for environmental compliance reasons, but they are also a money maker! Therefore, we know that most auto recycling facilities deal with batteries on a regular basis. Due to this, today we are going to

discuss lead acid batteries in regard to safety and environmental compliance. We are going to cover how these batteries work, proper safety procedures, and proper disposal methods.

While there is more than one type of car battery, the most common type of batteries our facilities handle are lead acid batteries. So, how do these batteries actually work? Lead acid batteries have four main components: positive plate, negative plate, a separator, and the electrolyte which is composed of sulfuric acid and water. When the battery is discharged, a chemical reaction occurs that causes lead sulfate crystals to form on the plates and ions to move

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within the electrolyte, creating a current. Pretty neat, right? However, this system can cause some issues. Have you ever accidentally left your car light on overnight and needed your car jumped? Well, this is because the chemical reaction in your battery kept going and the plates in your battery were eventually covered in lead sulfate crystals. Due to this, your battery needed a charge to get it restarted!

While the components of the battery are imperative for operation, lead and sulfuric acid pose a risk to human health and environment if handled incorrectly. Sulfuric acid is a highly corrosive chemical that can cause burns if it contacts the skin, damage to internal organs if ingested, and even blindness if it comes into contact with the eyes. Lead is a toxic metal. According to the Center for Disease Control (CDC), exposure to high levels of lead can cause anemia, weakness, and kidney and brain damage. It is important to note that there is no safe level of lead exposure for children. Therefore, there are important protocols for the safe handling and storage of batteries. Batteries should never be stacked more than three high as this can cause cases to crack and acid spills. Lead acid batteries should be stored under cover and over an impervious surface at all times. This storage method avoids exposure to storm water and prevents potential contaminants from discharging to the surrounding environment.

Due to the harmful components of lead acid batteries, it is important to be prepared for potential leaks or damage should they occur. Facilities should maintain a fully stocked battery spill kit at all times. These can be purchased online from a variety of retailers. However, if you don't want to buy one – don't worry! You can easily make one yourself! There are four main components that are necessary for a battery spill kit: (a) a substance to neutralize any spilled acid (e.g. baking soda), safety goggles, gloves, and a containment bag or corrosion resistant tote for broken batteries. To clean up a spill, first don the necessary personal protective equipment (PPE) – the gloves and goggles from your spill kit. This will prevent your eyes and skin from coming into contact with any spilled acid during the clean up process. Next, cover the affected area with baking soda or your selected acid neutralizing substance. Move the battery to the provided containment. Sweep up the baking soda and put it inside

the bag or tote with the broken battery to finish the job!

Now, how do you dispose of lead acid batteries? It is imperative that lead acid batteries are properly recycled through a licensed battery recycler. These recyclers break down the components of the battery into reusable plastic and lead parts. These parts are then used to make new batteries and other products. This closed loop is a great way to ensure harmful products stay out of the environment and are re-used to make new products for customers! VET recommends keeping lead acid battery disposal records at your facility for at least three years. This allows your facility to provide proof of consistent proper disposal practices to regulatory stakeholders.

We hope reading this article gave you a charge and jolts you into action! As always, if you have any further questions, please do not hesitate to contact VET at (812) 822-0400.

Got compliance?



Let's Talk Recalls . . .

Take a Bite out of Time

Upgraded Scanner Built into RAS App

By Katie Stark and Paul D'Adamo

The Need for Speed

When we introduced our Mobile YAPP (Yard Airbag App), we wanted to allow multiple ways to scan VIN Barcodes. It has always been our goal to give our customers OPTIONS!

First, you can manually type in the VIN, second, you can use the built-in VIN Barcode Scanner, and last, you can buy a blue tooth scanning device. Anyone can type in a VIN but we all know that method is fraught with misspellings and incorrect digits due to "fat finger" syndrome. Plus, it just takes too much time.

In our opinion, the internal scanner is the optimal choice because it is built-in, and there is no additional cost. We have recognized that the current Scanner's performance has not lived up to our expectations. Some of our customers have expressed their concerns and we have been listening.

Introducing RAS Scanner V2.0, "The Jaws of Scanners"

After personally field testing the new Barcode Scanner, my initial comment was, "the scanner is alarmingly fast and accurate". I was merely positioning the phone over the barcode,

and it snatched it out of thin air. Whether you are processing 100 or 1,000 vehicles a month, we want the first step to be as quick as possible. Did you know that all Recyclers can have access to the YAPP for Recalls. RAS Core customers have dual access to Recalls and Cores within the App. What are you waiting for? The future is now and Mobile Apps are the way to go.

Are your volumes increasing?

The last six months have been a roller coaster dealing with the full impact of COVID-19. Where vehicle intake was reeling just a couple of months ago, it seems like the volumes might be returning to normal. Reports vary on a state and regional level. We thought this would be a perfect time to invest in new technology. The best part of the new scanner: You don't have to do anything, it will automatically update with your App (as long as you have automatic updates set to ON in your phone). Android users may have to go to Google Play and manually update.

Priority #1 – Scan Vehicles upon Check-In

In the case of Recalls, it is critical that you identify Recalls immediately at check-in. Depending on your workflow, the

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performed not by
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vehicle can go directly to a Quarantine area for airbag removal or to the holding area waiting for dismantling. Being able to tap the scan button and wand the phone over the barcode to read the VIN is priority #1. Having it work at the speed of light is critical as time is money.

Where do I get the YAPP (Yard Airbag App)

RAS CorePro Mobile is an industry specific App. While you can download it from Google Play and the Apple App Store, we do not want the General Public accessing Recycler Specific features. There is a one-time fee of \$1.99 to download the App. Your RAS credentials will have to be updated to give you YAPP access and you will need a user id and password. The YAPP is simple to use but we ask for 15 minutes of your valuable time to do the set up and fill you in on some industry specific requirements.

Questions on the Mobile YAPP? Our updated Scanner? Corepro for Recalls? Call or email Paul the Recall Guy at 401-458-9080 or pdadamo@coresupply.com.



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 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 Retains a Lobbyist Firm Full Time who oversees legislative issues pertaining to Illinois auto recyclers. 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.

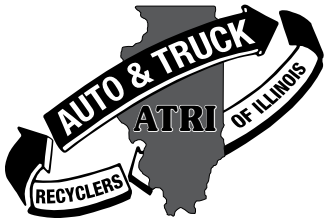
Annual Convention & Trade Show. ATRI brings to you the latest and greatest this industry has to offer on a yearly basis. It is a time for education and camaraderie with fellow recyclers from all over the united states. This event is known for its reputation as a well-attended event for auto recyclers and suppliers in the industry.

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.

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. You may also include your logo and a fifty-word blurb about your business.
- Facebook Promotion
- 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.

All recyclers encouraged to join ATRI and make a difference by getting involved. Support your state association and reap the great benefits of the membership.



Auto & Truck Recyclers of Illinois

2021 Dues Investment Invoice One Form Per Yard

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UDL _____ Contact Name _____

Street Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail _____ Website _____

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- 5-9 Employees \$375
- 10 + Employees \$500
- Associate Member \$250

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Industry Advancement Fund We must continue to fight for our members rights!

*As of August 1st 2019, ATRI has made it mandatory for all
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*This fee will accompany your once per year dues.
The Industry Advancement Fund is \$1188 for the year and
may be paid all at once or \$99 per month.*

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Theresa's Top Five Tips for Selling Used Parts Online

By Theresa Colbert

If any of you have been to my Selling Used Parts in an On-line World class, you know that I love, love, LOVE online sales! eBay, Car-Part.com – selling online makes me happy! Here are my top 5 tips for selling used parts online:

1. Great pictures

- Go look at pictures from other yards that you admire and try to copy them
- Make sure the background doesn't have clutter
- A white background is what makes pictures pop – look at Amazon!

2. Clean parts

- If you are looking online and YARD ABC has a clean part with nice pictures for \$50 and YARD XYZ has a dirty part laying out on the ground for \$25, which one would you buy?

3. Great descriptions

- If you are writing great descriptions for eBay, why not put your parts on Car-Part.com with great descriptions?
- MRN does not mean MAROON to most people who aren't in our industry.
- 2D1 does not tell my Aunt Judy that there is a dent the size of a credit card in location 2.

4. Follow through

- When you describe an item as 000, make sure it gets to your customer as 000!
- If the item has a "light scratch," tell the customer that from the beginning.
- "Item exactly as described," is the #1 compliment a yard should want to see!

5. Price your parts

- I have to repeat this one several times a year – having \$CALL as the price is the kiss of death. No one who is looking online wants to call you for a price.

In my research for some of my classes, I found some interesting tidbits from eBay that I would like to share with you:

- 40% of consumers have recently increased or significantly increased online purchasing.
- In Q2, eBay's active buyers grew by 8M, up to 182M.
- Nearly 36% of US consumers are now buying retail goods online, compared to 29% who were doing so in mid-April.
- More than half of millennials and Gen Z consumers say they believe their lockdown habits will continue.

I found these numbers quite fascinating! I hope that you do as well! As always, if you have any questions or comments, please contact me! I love hearing from you! Have a great month!

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 859-802-2382

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- ▶ **Third Party Companies Integrated in Inventory Buddy**
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 - **RAS Cores** – Manage and sell cores within the worksheet on the tablet and the Final DesktopReview (requires a user and password)
 - **URG Cores** – 60 day free trial for non URG Members. Have access to all the core companies nationwide. Included in your URG benefits.
 - **Comp Nine Total VIN Decoder** – Actual manufacturer build sheets on domestic VINs. Use as a reference tool to select interchange (Subscription additional).



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- ▶ **NEW! NSVRP Icon** is either a green ladybug meaning there are no recalls on this VIN or a red ladybug meaning there are recalled parts. Be safe and don't bid on or sell recalled parts.
- ▶ **NEW! Bid Buddy now shows you Global Reruns** and shows every instance this VIN has been at auction. This Mercedes was at auctions 7 times and sold 3 times from all 3 major auction houses. Bid Buddy retains the images from each auction run so you can see any changes in condition.
- ▶ **NEW! Auction images are integrated** in Bid Buddy in the Bid Screen. Just hover over a part type and the images appear for quicker and easier damage selection.
- ▶ **Evaluates auction website inventory** in seconds. Lists the vehicles by the highest degree of need so they will turn faster and avoid the duds.

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