



ATRI News

July/August 2018

Exhibitor Invitation
INSIDE

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

IRONAX

Design & Manufacture of
Scrap Metal Processing Equipment

www.ironax.com

Wadley, Georgia • ironax@ironax.com

877-247-6629 • Fax: 478-252-9030

IRONAX PACK BALER

Remote control, automatic cycle. All it takes is ONE minute to bale a car!



IRONAX SHEAR PACKAGES

All shears feature 360° continuous rotation.



GRAPPLES

Contact us for more information.



IRONAX ENVIRO-RACK



USA

The Enviro-Rack is the most superior auto fluid removal and dismantling system on the market today — complete fluid removal in less than 5 minutes!

All Envior-Racks are made in American with American steel for American-sized cars!

CHICAGO INDUSTRIAL CATALYTIC LTD.

Specialists in:

- ✓ *catalytic converters*
- ✓ *catalysts*
- ✓ *metals*
- ✓ *alloys*

Please call to schedule a pick up!

Phone: 312-914-6666

Fax: 773-247-9551

Warehouse - Chicago, IL





The ATRI NEWS

ATRI News is an R.J. McClellan, Inc. publication. All rights Reserved. *The ATRI News* is published six times per year for the Auto & Truck Recyclers of Illinois. None of the material in this publication necessarily reflects the opinion of ATRI, its officers, directors, staff, members or its Publisher. Statements of fact and opinion are the responsibility of the author alone.

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

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

Articles may be edited for length and format.

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

Auto & Truck Recyclers of Illinois Board of Directors

Eric Gallay President

Red's Auto Parts
Ph: 800/545-6090
or 618/259-1247
eric@redsauto.parts

Joe Watson Vice President

ABC Auto Parts & Sales, Inc.
Ph: 800-458-7838
or 708-380-1456
joswatson@abcap.com

Jonah Smith Secretary/Treasurer

Road Ready Wheels, LLC
Ph: 888-790-5899
sales@roadreadywheels.com

David Anderson Immediate Past President

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

Rich Aukland & Jeff Middleton

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

Larry Brosten

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

John Catalano, Jr.

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

Brian Collins

Collins Truck Parts
ph: 618/496-5003
collinstruckparts@frontier.net

Ken Kasper

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

Rob McCartney

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

Frank Mistretta

Aero Auto Parts/New Cats Auto Parts
Aero ph: 800/371-2620
New Cats ph: 773/947-0500
franksautoglass@sbcglobal.net

Jonathan Smith

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

Bryan Tsikouris

Wine Sergi Insurance
Ph: 630-524-6192
bryant@winesergi.com

***This publication is mailed free of charge to
Automotive Recyclers in Illinois.
This newsletter is supported by the Advertisers.
Please thank them through your patronage.***

Advertising Contact

For Information on advertising
please contact R. J. McClellan, Inc.
Monday - Friday, 9 AM - 4 PM
Phone 651-458-0089 • Toll Free 877-525-4589
Fax 651-458-0125 • Email newsletters@rjmc.com

Ron McClellan
Advertising Sales

Sheila Cain
Creative Director

ATRI Contact Information

Executive Director / Lobbyist

Michelle Lechner
PO Box 9424
Springfield, IL 62791
Ph: 877/880-2874
Fax: 877/747-7597

Email: illautorecyclers@aol.com
www.IllinoisAutoRecyclers.com

President's Perspective

By Eric Gallay, ATRI President

At this time, I ask all ATRI members to please pay attention to what I am about to say. The Board, Michelle and I have been working diligently with our lobbyist on opposing HB5159. If this becomes law this WILL affect YOU and your business.



By the time you read this there will have already been one, or two very informative meetings in the State. Some of you attended the one at I-55 in Channahon, IL and some of you will be going to one in July, then there will be the final one in August down here at my place, Red's Auto Parts in Cottage Hills, Illinois for the Southern part of the state.

The time is NOW to act. I am calling on ALL ATRI members to help join in our fight against HB5159! I'm asking of all members to please attend these meeting's! There is no cost to you and we will explain in great detail what HB5159 is all about. I have written in my past newsletters about "Unity" **NOW IS THE TIME WE NEED TO UNITE!** The only way we can defeat this is to be more pro- active on this bill as members. We need more members to participate, however grateful for the ones who have. **WE CAN DEFEAT THIS BILL AS AN ASSOCIATION!** I am now challenging you all to a new task, to ask a new yard to help in the fight and

join our association. It is very important for you all to reach out to your local state Representatives and Senators either by calling, emailing or faxing in opposition of HB5159. I did and got a pleasant reply from my local senator in a letter opposing HB5159. Let them know you are in their district and they will acknowledge you. If not, keep trying. Remember, you elected them and they work for you!

ATRI hired a lobbyist and that is how we got this bill put on hold for the summer. We need your help to pay and retain this lobbyist. Please help by donating in this fight for your right. Any dollar amount would be appreciated. It's expensive and we just don't have that much in reserves to pay this lobbyist. If anyone has any questions about HB5159 feel free to call Michelle or I.

Also, Michelle has been working hard on our joint convention to be held October 19th and 20th at St. Louis U-PICK A PART. It is shaping up to be a great convention between Illinois and Missouri so don't miss out on meeting Recyclers from Missouri and Illinois, making new friends, seeing old ones. There will be a trade show with vendors, educational meetings to learn valuable skills and so much more. Michelle has kept very busy with the legislative issues and the convention planning, Kudo's to her. The St. Louis area has a myriad of things to do for the whole family. It's just endless what the St. Louis area has to offer for family entertainment the list goes on and on.

Lastly, I want to thank Michelle and the ATRI Board as they have done a wonderful job keeping us all informed and updated on the recent legislation going on in IL. We will continue to keep you updated and, so make sure you get to one of these meeting's, you will be glad you did!

Until next time, **HAPPY RECYCLING!**

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

"The Place for Parts"
I55 Auto Salvage, Inc.
 USED CAR & TRUCK PARTS

877-467-2941
 PHONE: 815-467-2938
 FAX: 815-467-7152

DAN - DAVE - DOUG - DON - TODD

22661 FRONTAGE ROAD • CHANNAHON, IL 60410

Executive's Viewpoint

By Michelle Lechner, Executive Director

As you all know by now LKQ has introduced some legislation that will hurt your business if passed. I really can't say it any plainer than that. While ATRI tried to sit down with LKQ on this, they did not budge. There was even a call with the National ARA, LKQ and ourselves to try and speak reason. Those efforts were not successful either. ATRI had to hire a "Big" name lobbyist and now we have put LKQ off for the summer. They are not going away, and their hope is to continue to get this law passed in Illinois so it can become model legislation they can take to other states. We can't let this happen and will be very busy this summer as we continue to work toward an outcome that is for the betterment of this industry, instead of having a law that would eventually put some of you out of business. I've only been able to reach out to the ATRI members, but this newsletter goes to all licensed recyclers in the state so if you are just now learning about this it's because you're not a member and should be. It is times like this we need to band together.



Thank you to those who have reached out to your legislators asking them to oppose HB5159. It really does make a difference when they hear from so many. Also, thank you to those who donated to the ATRI Legislative fund. This is a very expensive endeavor so all donations are most appreciated. We need to retain this lobbyist so we can continue to fight this fight. Please see the alert in this newsletter that has been emailed to the ATRI members so you can have a better understanding of what's going on. If you would like to donate to the ATRI Legislative Fund you can just send it to the ATRI office made out to ATRI. You don't have to be a member to donate.

With all that being said, by now many of you have attended one of the three meetings set up in the state to hear about, ask questions about and have a better understanding of just what LKQ is trying to do to this industry. One of my favorite sayings as we promote awareness for used auto parts is "Used Auto Parts never go out of style" let us all keep this in mind as we continue as an association that is here to keep you updated and informed to the best of our knowledge on the latest and greatest this industry has to offer.

October 19 & 20 is when we will be having our joint convention with Missouri. We here at ATRI are very excited about it. As the plans are unfolding, it is shaping up to be quite the event. We will start out on Thursday evening at the Gateway Motorsports Part at Kartplex. This is world class karting where they have a lot to offer. I've been to the track and it is quite something to see. How are your driving skills? This year's program is still being put together so more about that later. The Heckenast family are hosting again, but this time at their East St. Louis U-Pic-A-Part yard and WOW is it quite a place! We are hoping for a big crowd. Bring the family, St. Louis is a stone's throw away, and there is so much to do. In this newsletter is the exhibitor registration so feel free to pass this onto your suppliers and encourage them to attend. Mark your calendars and plan on being there!

I am always asking how is business? I hear business is good. Have a great summer and we will see you in the fall as Illinois and Missouri team up for a great convention and trade show.

Keep Recycling,
Michelle Lechner
Executive Director



Auto & Truck Recyclers of Illinois

Application for Membership Please print or type

Business Name _____

Contact Name _____

Address _____

City _____

State _____ Zip _____

County _____

Phone _____

Fax _____

E-mail _____

Website _____

Type of Business Activities (CHECK ALL THAT APPLY)

- | | |
|--|---|
| <input type="checkbox"/> Recycler | <input type="checkbox"/> New Parts |
| <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

- 1-4 Employees\$250
- 5-9 Employees\$375
- 10 + Employees\$500
- Associate\$250

Amount Remitted \$ _____

Mail Completed Form to

Auto & Truck Recyclers of Illinois
 PO Box 9424 • Springfield, IL 62791
 Fax: 217/787-2276
 Email: ILLAutoRecyclers@aol.com
 QUESTIONS CALL: 877.880.2874

HB5159 - This Will Hurt Your Business!!!

Thank you to those who have reached out to your legislators in opposition of HB5159. Because of the Lobbyist we hired, we were able to stop this for the summer, but it has not gone away by any means. Our lobbyist will continue to monitor this for us. A big thank you to those who have contributed to the legislative fund. This is a very expensive endeavor so any help is appreciated and you don't have to be a member to donate. This is where an association has got to come together! There will be 3 meetings throughout the state where you can hear what it is all about. We highly encourage you to attend to fully understand! Not all info has been put in the emails.... If you truly care about your business you will want to hear all of what's going on?

FIRST MEETING:-

~~Friday June 22, 3pm at I-55 Auto Salvage
Channahon, IL - Done~~

SECOND MEETING:

Thursday July 12, 3pm at Macks Auto Recycling,
Urbana, IL

THIRD MEETING:

Friday August 3, 3pm at Red's Auto Parts,
Cottage Hills, IL

We don't want anyone to miss this opportunity! We are protecting you to the best of our ability.

Read below and this will give you an idea of what's up. This is not all of it.....

Lastly, please RSVP to let me know you are coming so I can plan accordingly. Just email me at illautorecyclers@aol.com. All recyclers in Illinois invited member or not.

Section 5-403.2 as follows:

- 6 (625 ILCS 5/5-403.2 new)
- 7 Sec. 5-403.2. Electronic vehicle
- 8 and vehicle part
- 9 database.
- 10 (a) The Secretary of State shall
- 11 establish or adopt an
- 12 electronic system that allows an
- 13 automotive recycler, scrap
- 14 processor, repairer, or rebuilder to:

- 12 (1) submit a report of any transac-
- 13 tion that involves a
- 14 vehicle or vehicle parts; and
- 15 (2) complete a real time inquiry to
- 16 verify that a
- 17 vehicle or vehicle part offered to a
- 18 buyer by a seller has
- 19 not been reported stolen.
- 20 (b) Within 48 hours of each day's
- 21 close of business, every
- 22 automotive recycler, scrap proces-
- 23 sor, repairer, or rebuilder
- 24 shall report each transaction that
- 25 involves a vehicle or
- 26 vehicle part to the Secretary of
- 27 State. The report shall be in
- 28 an electronic format approved by
- 29 the Secretary of State. The
- 30 report shall include the following
- 31 information:

- 1. you must verify the parts you sell are not reported stolen prior to sale with a secretary of state anti-theft database
- 2. your customer must verify the parts you sell are not reported stolen with a a secretary of state anti-theft database.
- 3. ANY NON-ILLINOIS LICENSED recycler will be treated as an unlicensed person and you will be required to collect the business owner's personal identification record to buy from your current out of state trading partners.
- 4. They are suggesting a \$1000 penalty for any record keeping error.

LKQ proposes NEW record keeping requirements to licensed Illinois auto recyclers!

Calling All Recyclers And Suppliers to this Industry!!!

I hope you like the newsletter and want to see it continue. The advertisement is what pays for it, so if you can please take out an ad from time to time or bi-monthly, we would greatly appreciate it.

This newsletter goes out 6 times a year to all of the recyclers in IL.

It's good advertisement for your company and we keep you up to date on the latest and greatest this industry has to offer.

If you choose to advertise in our newsletter, you can find the information for R. J. McClellan, our publisher, at the beginning of this newsletter.

On behalf of the Auto & Truck Recyclers of IL.

Thank you!!!!

Can you support ATRI News?

Call 877-525-4589

Midwest Gas Pays TOP DOLLAR For Reclaimed Fuel

Midwest Gas is now open for business and is serving the Iowa, Indiana, Wisconsin, Illinois, Michigan, Ohio, Kentucky, Pennsylvania, New York, New Jersey, Massachusetts, Connecticut, Maryland, West Virginia, Arizona, Texas, New Mexico, Arkansas and Oklahoma and Louisiana.

Why Midwest Gas?

- Increase revenue
- Highest levels of insurance to protect you
- No Contracts needed
- Highly trained professional
- Payment within 72 hours via ACH or check

Midwest Gas takes pride in their goal of extending the usable life of recovered fuel, providing value to what was once a liability.

Contact Saif at Midwest Gas at 614-288-1474.

Or visit their website for more information at www.midwestgas.us



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

St. Louis U-Pic-A-Part • 6111 Bunkum Road • Washington Park, IL 62204



YARD TOURS!!!
SAVE THE DATE!!!
COMPLIMENTARY BEER!!!



HOTEL INFORMATION

Holiday Inn Fairview Heights
 313 Salem Place • Fairview Heights, IL 62208
 For reservations call 618-212-1300.
 Mention **Auto Recyclers** for a special room
 rate of \$110. Includes a full hot buffet
 breakfast and free parking.
CUT OFF DATE IS 9/20/18

EVENT

SPONSORSHIPS

Yellow \$800

Green \$1000

Red \$2000

Thank you for your support!

CONTACT INFORMATION:

Michelle Lechner
 877/880-2874 fax: 877/747-7597
 Email: ILLautorecyclers@aol.com

SCHEDULES OF EVENTS

Thursday, October 18

Join in the fun at Gateway Arch Center for a night of racing and entertainment. Check out their website for more information.

Friday, October 19

Noon - 1:00pm
 1:00pm - 4:00pm
 4:00pm - 5:00pm
 5:00pm - 9:00pm

Saturday, October 20

8:00am - Noon
 9:00am - 10:00am
 10:00am - Noon
 11:00am - Noon
 Noon - 12:30pm
 12:30 - 3:00pm

SEMINARS & EVENTS

- Multiple training sessions
- Vet Environment
- Yard Tours on site
- New! Young Gun

EVENT SPONSORSHIPS

- Recognition Banquet
- Website listing
- Acknowledgment

EXCLUSIVE TRADE SHOW

All events are at the Gateway Arch Center. One-on-one time with exhibitors. Hors d'oeuvres, complimentary drinks. The trade show area is open to all.

HELP WITH LIVE AUCTIONS

Please consider donating to the Friday night Live Auction. Service from your company would get the bidding. Your donation and

Full payment is required at the time of application. Space will not be held without any application. ATRI & MATR. If a company's application is not accepted, a contract of this application, a contract. We accept checks payable to

NTS: *All subject to change*

18
Gateway Motor Sports KartPlex
g. **First come, first serve for 35 people.**
bsite at www.gatewaykartplex.com



Registration
Seminars sessions
Trade Show Opens,
One-on-One time with exhibitors
Trade Show, reception with cocktails
& hors d'oeuvres and auction,
and more in the trade show area

20
Registration
Car-Part.com
Seminars sessions
IL Green Car Awards (trade show floor)
Lunch with Exhibitors
Trade Show Open

TS INCLUDE:
g sessions with industry leaders
tal – IL Green Car and more.
ite and around the St. Louis area
ns Round Table

PS INCLUDE:
anners, signs and badges
and link
nt the ATRI News & MATR News

SHOW HOURS
e yard, St. Louis U-Pic-A-Part Exclusive
th exhibitors and attendees before the
cktails and auction and more begin in
a.

AUCTION
nating a service or item for the
ction. This item can be a product or
company, or any item that you think
ng going in a live auction.
support is appreciated!

and must be received with application.
hout payment & forms. We reserve the right to reject
ATR deems as inappropriate in nature.
n is rejected, payment will be refunded. After acceptance
ract for space will be sent to the applicant.
e to the Auto & Truck Recyclers of IL.

EXHIBITOR REGISTRATION

Set up: Friday, October 19 12pm - 4pm
Tear down Saturday anytime after 3pm
Show Hours: Friday, 5pm - 9pm • Saturday, 12pm - 3pm
St. Louis U-Pic-A-Part
6111 Bunkum Road • Washington, IL 62204

Company Name _____

Names for Badge(s): _____

Address: _____

City/State/Zip: _____

Ph: _____

Email: _____

Website: _____

EXHIBITOR SPACE *Make selections below.*

*Electricity, Internet, & Meals included with registration for up to 4 people.
Exhibit tables are assigned as they are received on a first come, first serve basis.*

8' Shirted Table & 2 Chairs \$850 \$ _____

Extra Table & 2 Chairs _____ \$300 \$ _____

How many addl. tables _____ \$300 \$ _____

Extra people _____ \$45/person \$ _____

Please check here for: Electricity Internet

Attending Cocktail Auction/Reception Saturday Lunch

Meals induced for how many? _____

KartPlex Racing for how many? _____

SPONSORSHIPS AVAILABLE - Thank you for your support!

All sponsors will be acknowledged throughout the event!!!

Event Sponsor \$800 / \$1000 / \$2000 \$ _____

Thursday Evening at KARTPLEX \$1200 \$ _____

Friday Beer Truck \$1000 \$ _____

Friday Auction/Cocktail Reception \$1500 \$ _____

Session Sponsor (Multiple) \$500 \$ _____

Break Sponsor (Multiple) \$500 \$ _____

Saturday Lunch \$1500 \$ _____

Total enclosed \$ _____

PAYMENT INFORMATION

Enclosed Check payable to: Auto & Truck Recyclers of Illinois

PO Box 9424 • Springfield, IL 62704

Credit Card Payment Fax to: 877-747-7597

Name on card _____

Card # _____

Exp. date _____ Credit Card Zip Code: _____

Making the Most of It

By Amber Kendrick

As we approach the “Gateway to the Future,” the 2018 ATRI and MATR Convention & Trade Show, the first combined conference between Illinois and Missouri, I’m thinking not of the fun weekend full of friends and learning in St. Louis, but of the Monday morning afterwards. Our industry is rich with events that stimulate innovation and encourage sharing strategies. We meet new vendors and collect a few business cards, we talk with our fellow recyclers and spark new ideas, a lightbulb goes off in a seminar or two – but how much of what we gain from the conference do we actually implement in our business when they get back? We sit down Monday morning at our same desk and deal with the work that piled up while we were gone, and those convention contacts and inspirations are pushed to the back of our minds while we deal with the here and now.

When we attend a conference, we are investing our time and money into ourselves and our business. So how do ensure we make the most of our investment? How do we capitalize on what it has to offer? To get the most actual IMPACT for your business when you attend the “Gateway to the Future,” or any industry event, is to **prepare, record, and remind!**

Prepare:

In order to get directions to where you are going, you have to know where you are. To prepare for a conference, I run

a barrage of reports, most for the most recent quarter. I make a binder, filling it with reports: P&L, balance sheet, sales reports, distribution reports, vehicle profitability, and a summary of vehicles purchased, inventoried, dismantled, and crushed. I also ask my key people what they think the top three issues are that we need to tackle, and I write those down add them to the report binder. The plane or car ride is a great place to pour over your numbers, identifying areas you want to work on. That way, you already know where you need help and you’ll have some questions on your mind. You can ask speakers and also fellow auto recyclers and vendors how you can improve brokered profit percentages, speed up deliveries, increase sales per salesperson, or any other question that is weighing on your mind after you evaluate where you are. If you make this binder, your key statistics will be on your mind; you will be prepared to learn what you need to, in order to grow and improve!

Record:

When you are in a seminar, take notes. Another option is to record the presentation on your phone or iPad. I keep two sets of notes: in one, I take detailed notes on what the speaker is talking about and ideas I have while they are speaking. In the other, I write down specific ACTIONS I plan to take when I get home based on what I’ve heard. Most people don’t go through pages of notes when they get back to their



815-673-3737
800-548-9151
Fax 815-672-5430

401 WEST 10TH STREET, STREATOR, IL 61364
www.rhodesautossss.com

IN THE QRP NETWORK, WE HAVE 34 LOCATIONS IN
9 STATES AND 1.3 MILLION PARTS IN INVENTORY



★ ARA ★ GOLD SEAL ★
★ CAR CERTIFIED ★



Support ATRI Advertise in the **ATRI** News

- ✗ Mailed to all recyclers in the state
- ✗ Promoting good business and environmental practices through articles and newsletter content.
- ✗ Promoting the association to all recyclers in the state and in doing so, it becomes a membership building tool.

All at no charge to the association!

Contact RJ McClellan at 877-525-4589

busy schedules, but if you make a list of actions, and put that above your desk or your bathroom mirror, where you'll see it daily, you will remember what you wrote in your extensive notes as you complete each action. I usually read my first set of notes three months after the conference, refresh my memory, but I use the action notes right away.

Networking with other recyclers when you are at an event like the Gateway to the Future can prove as insightful as an expert's seminar. Ask questions; listen to what your peers are doing to improve their businesses, as well as what did not pan out for them. If you are considering stocking remanufactured engines and transmissions, seek out other recyclers doing that and ask for their advice. You may be shocked at how much people are willing to share!

On your way home, or once you get back, take some time to think about what you heard. Make a list of what you are going to change because of what you learned. If you have a friend who also attended the Gateway to the Future, send them an e-mail and tell them what you took home, and what you are going to do about it, and ask them if they'll share what they learned and their plan. You can get ideas from each other and hold each other accountable to making the changes you said you would.

Remind:

The last way to really capitalize on your investment of going to the Gateway to the Future, or another industry event, is to remind yourself and your staff of what you learned, and win employee buy-in. Taking key employees with you and then discussing what you both learned is great. But even if they don't go to the event, tell them about it! Remember that list you made before the conference? Show it to them; relate what you've learned and what you plan to do. Not only will you energize your employees and get them excited to make the business better, you will show them their opinions matter! Utilize your phone or calendar to set reminders. The reminders keep me following through on the ideas I've had while sitting in a seminar.

Take time to **prepare, record, and remind** and when you get back from the Gateway to the Future, get your people to help you follow through on what you've learned, and you will truly make the most out of the 2018 ATRI and MATR Convention & Trade Show!

Amber Kendrick is the President and Sales Manager of Pete's Auto & Truck Parts in Jenison, Michigan. She shares her real-world experience with fellow recyclers through consulting and through speaking at state and national conferences. Amber was the keynote speakers at the 2015 FADRA (Florida,) 2016 OARA (Ontario,) and 2017 ARNE/ARANY (North East, New York) conferences. In her spare time, Amber enjoys traveling, reading, camping and music. She would love to expand her speaking and consulting to include visiting other countries.



AUTO PARTS & RECYCLING
Serving Illinois and Beyond Since 1946

Mon - Fri **800-437-1770**
8am - 5pm

900 North Main Street
 Montgomery, IL 60538
 E-mail: stafrdused@aol.com
 Local #: 630-892-4218

Visit our website
www.staffordsautoparts.com



**We
 Warranty
 ALL Our
 Parts!**

Let's Talk Recalls . . . Best Practices - The 4X VIN Check

By Katie Stark and Paul D'Adamo

The "Let's Talk" Series is designed to help recyclers understand defective Takata Airbag Recalls and make good business decisions.

Are You Selling Airbags to Customers? No worries but let's be clear on one thing; it is illegal to sell parts that are Recalled. The 4X VIN Check provides the necessary best practices to protect your business. Fines begin at \$21K per violation and cap at \$105M. Recalled airbags have zero parts value so why not remove them and get paid to do it?

What are best practices for Recalls and airbags in particular? Let's call this the 4X VIN Check Process:

1. **Incoming Inventory Vehicles** - Upon entering the VIN to create the motor vehicle record in your Yard Management System, run a VIN Check. Why wait? Remove buyback airbags at this time.
2. **Vehicles brought in for dismantling** – VIN's are added so run a VIN Check prior to dismantle.
3. **Point of Sale** – prior to any air bag being sold (inventory or brokered), run a VIN Check. Have your Parts Sales Representatives print the sheet that shows 0 Recalls and

attach to the customer invoice.

- a. suggestion: scan the invoice and the Recall print out and save to your YMS for future reference

4. **Crush** – prior to crushing, run a VIN Check one last time and remove any buyback airbags.

Available Tools:

1. **rascorepro.com** (select Search Recalls at top of screen)
2. **Hollander Monthly Email Blasts** - specific to your yard inventory on Eden
3. **Inventory Buddy** – recalled airbag notification at time of inventory
4. **URG NHTSA Recall Hot Key** – works with all yard management systems
5. **safercar.gov**

Airbag FAQ's

- All shipping and packing materials are paid for. Zero out-of-pocket expense
- Participating in the airbag buyback program provides tracking and destruction of these dangerous parts.
- Buyback airbag removal is time effective and profitable. Easier than converters or aluminum wheels.

Marty Satz
Insuring the Salvage & Recycling Industry Since 1976
**Please contact us for a
 Competitive Quote and ask Our Clients
 about our Exceptional Service**
800-449-1151

9666 Olive Blvd., Suite 303, St. Louis, MO 63132
 ph: 314.994.1151 | tf: 800.449.1151 | fax: 314.994.7494
 email: mzsatz@swbell.net | www.midwestici.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 the Illinois EPA so if you have questions for them but don't want to call, ATRI will be glad to make the call and provide you the answers.

ATRI Executive Director is a lobbyist for the association and engages legislative issues pertaining to Illinois auto recyclers. Through the Executive Director, ATRI engages in lobbying efforts and has established relationships with government agencies including the Secretary of State of Illinois.

Education and Training Opportunities

ATRI provides training throughout the year. Additionally, ATRI provides educational programs, social events, yard tours, and networking with fellow recyclers.

Opportunities to network, share and learn from other recyclers. See what works and what does not.

ATRI Newsletter is published 6 times a year

The newsletter is currently mailed to all recyclers in Illinois. The newsletter includes industry news, a complete listing of the membership, updates on legislative and environmental issues and lots of other interesting information I am sure you will find useful in your day-to-day business operations.

Auto & Truck Recyclers Convention and Trade Show held annually

This event rotates around Illinois. This event is designed to bring recyclers and vendors together from all over to network, educate, and provide and encourage camaraderie. We invite our fellow recyclers from surrounding states to attend our convention and trade show, which clearly makes our convention a regional show like none other.

Website and staff accessibility, www.illinoisautorecyclers.com

- All members are listed on the website with all of your information, including a link to your website, if available.
- Newsletter archives
- Calendar of Events, as they are scheduled.
- Parts Search, an opportunity for each member to sell parts.
- Suppliers list, a complete list of suppliers, associate members of ATRI.
- All contact information for the ATRI Board of Directors and Staff.
- Staff accessible to answer all your questions, or find the answer for you.
- Information friendly, ask ATRI to email the membership with an article or question you may have.

ATRI is a member of the Automotive Recyclers Association, the National association for auto recyclers. ATRI is active by participating at the ARA conventions and sharing that information with ATRI Members.

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

ATRI Direct Members

- 111 Salvage, LLC**
Granite City
618-931-2644
- A Affordable Auto Parts, Inc.**
Joliet
815-722-9072
- A&A Midwest Rebuilders Suppliers, Inc.**
Blue Island
773-624-6111
- ABC Auto Parts & Sales, Inc.**
Riverdale
800-458-7838/708-389-1456
- Aero Auto Parts**
Chicago
800-371-2620/773-483-2625
- Ashley's U-Pick-A-Part**
Joliet, IL
815-460-3692
- Auto Parts City, Inc.**
Gurnee
847-623-3535
- Available Auto Parts**
Decatur
800-252-0780/217-877-1000
- B-Auto Parts**
East St. Louis
800-851-3157
- BC Automotive, Inc.**
Zion
800-452-6768/847-746-8056
- Bill Smith Auto Parts, Inc.**
Danville
800-252-3005
- Bionic Auto Parts & Sales, Inc.**
Chicago
800-626-9618/773-489-6020
- Bi-Rite Auto Inc.**
Springfield, IL
217-753-1086
- Broadway Auto Salvage**
Braceville
815-237-8747
- Bryant Industries U-Pull Auto Parts**
Danville
217-431-0551
- Calumet City Auto Wreckers**
Calumet City
708-68-6390 fax: 708-868-8925
- C & J Auto Parts, Inc.**
Chicago
800-783-8121/773-523-8121
- Chicago U-Pic-A-Part**
Chicago
ph: 773/599-9900 fax: 773/757-6602
- City Auto Wreckers**
Aurora
630-898-2900
- Collins Truck Parts, Inc.**
Tamaroa
618-496-5003
- Coultas Recycling Company**
Danville
217-443/0510
- Dan's Used Auto Parts**
Cartersville
800/645-1425
- Deactur Auto Parts, Inc**
Decatur, IL
217/877-4371
- Elgin Super Auto Parts**
Elgin
847-695-4000
- Fierce Auto Parts**
Quincy
217-224-3000
- Grand Street Auto parts**
Alorton, IL
618-857-2006
- I-55 Auto Salvage, Inc.**
Channahon
815-467-2938
- Island City Auto Recyclers, Inc**
Wilmington
815-476-9556
- LKQ Corporation**
Chicago
954-492-9092/877-557-2677
- LKQ A-Reliable - Blue Island**
Blue Island
708-385-5595
- LKQ A-Reliable - U-Pull It North**
Chicago
708-239-4370
- LKQ Heavy Duty Core - Chicago**
Lansing
800-621-4394
- LKQ Metro Auto Parts - Caseyville**
Caseyville
618-345-9659
- LKQ Pick Your Part - Chicago Heights**
Chicago Heights
800-962-2277
- LKQ Pick Your Part - Rockford**
Rockford
800-962-2277
- LKQ Pick Your Part - You Pull It**
Dixmoore
800-962-2277
- LKQ Watseka - Geiger Truck Parts**
Watsseka
815/432-4944
- Mack's Auto Recycling, Inc.**
Urbana
217-367-6219
- Mullins Auto Parts**
Mt. Olive
217-999-2030
- Neal Auto Parts**
Peoria
309-673-7404
- New Cats Auto Parts**
Chicago
773-947-0500
- Rebuiltcars**
Naperville
630-527-0524
- Recycled Auto Parts Inc**
Lombard
630-768-6314
- Reds Auto Parts**
Cottage Hills, IL
618-259-6432
- Rhodes Auto S/S/S, Inc.**
Streator
815-673-3737/800-548-9151
- River Valley Truck Parts**
Kankakee, IL
815-936-0406
- Rockford Auto Parts, Inc.**
Rockford
815-964-3396
- Route 14 Auto Parts**
Woodstock, IL
800/458-2810
- St. Louis U-Pic-A-Part**
Washington Park
618/293-6670
- Scotty's Auto Parts**
Virginia
800-346-4540/217-452-3081
- Shelby & Sons Inc**
West Frank Fort
618-932-3083
- Speedway Auto, Ltd.**
Joliet
800-437-8733/815-726-0666
- Stafford's Auto Parts**
Montgomery
630/892-4218
- Three B's Used Auto Parts**
David Junction, IL
815/874-3903
- Tom's Auto, Inc.**
Hainsville
847/546-5422
- Y-Yard Auto and Truck, Inc.**
Effingham
217-536-6116

Join ATRI TODAY and see what we can accomplish together!

Please note that if you don't see your company name listed in this issue, you are not a current member in good standing with ATRI.

ATRI Associate Members

Please patronize all our Associate Members who generously support ATRI throughout the year.

Berlinsky Scrap Corp.
Joliet, IL
815-726-4334

Car-Part.com
Ft. Wright, KY
800-347-2247/859-344-1925

Chicago Industrial Catalytic
Lincolnshire, IL
312-914-6666

Counts Business Consulting, LLC
Austin, TX
512-653-6915

Deigan & Associates, LLC
Lake Bluff, IL
847/578-5000

E & R Towing
Markham
708-333-7300

Hollander, A Solera Company
Plymouth, MN
800-825-0644

Insurance Auto Auctions
Westchester, IL
708-492/7000

Junk Car Medics
Rochester, NY
888/205-8652

KB Cores
Kankakee, IL
815-929-1662

Legend Smelting & Recycling, Inc.
Joliet, IL
800-697-5556

**Marty Satz
Midwest Insurance Consultants**
St. Louis, MO
800-449-1151

**Jim Weaver - The Burnham Group
at Morgan Stanley**
Chicago, IL
312-827-6651

Wine Sergi Insurance
Naperville, IL
Ph: 630-524-6192

Phoenix Automotive Cores
Phoenix, AZ
602-415-9166

Recycle Technologies, Inc.
Wood Dale, IL
630-350-8909

Rescue Tire Recycling
Gurnee, IL
847-623-2323

SAV Transportation
Coon Rapids, MN
7634894258

Snyder Insurance Co.
Bloomington, IL
877-725-1800

United Recyclers Group
Centennial, CO
303/367-4391

VET Environmental Engineering, LLC
Sara Rae Hamidovic, PE CHMM
Bloomington, IN
812-327-2838

Waubensee Community College
Sugar Grove
630-466-2331

Young Insurance Agency
Rockford, MI
616-214-4238

NOVEMBER 1-3, 2018

Join us at the
Walt Disney World
DOLPHIN RESORT
in Orlando, Florida

AUTOMOTIVE RECYCLERS ASSOCIATION
Celebrate the Magic

75th

Annual
**CONVENTION
& EXPO**

Automotive Recyclers Association | PHONE: (571) 208-0428

ARA WEBSITE: A-R-A.ORG | REGISTER AT CONVENTION WEBSITE: ARAEXPO.ORG

ATRI News

RJ McClellan, Inc.
 2357 Ventura Drive Suite #110
 Woodbury, MN 55125

PRESORTED
 STANDARD
 U.S. POSTAGE
PAID
 Twin Cities, MN
 Permit No. 7911

Change Service Requested



Car-Part Gold

Building a profitable future together!



▶ Car-Part displays over 100 million images every month.
Are you taking high quality pictures of the parts you want to sell?



▶ 30% of Car-Part traffic is from mobile devices.
Are your parts on Car-Part Mobile?



▶ 1400 Auto Recyclers are Car-Part Certified on Car Part Pro.
Are you Car-Part Certified?



▶ TOP 10 insurers in the US and Canada are asking their shops to source parts through Integrated Car Part Pro. Shops and Insurers see more than twice as many recycled parts on Car Part Pro which includes your brokered parts AND their delivery times. Integrated Car Part Pro helps your buyers reduce costs by choosing recycled assemblies over equivalent components.
Are you optimized for Car-Part Pro?



Ask your friendly Car-Part sales solution expert for a tune up!

<http://products.Car-Part.com> • 859-344-1925