



ATRI News

September/October 2018



October 19 & 20, 2018
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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

Wow! It has been a busy summer for ATRI, so there are a few subjects I would like to touch on. First, I would like to start off by saying thank you to the members who have contributed to our Legislative Fund. The proceeds have helped ATRI to fight HB5159.



Together, we can defeat this bill as it has some serious potential changes that can really hurt our industry. Most of you know this bill was going to be model legislation that would be used in other states, we knew we could not let this happen. As of today, this is on hold, but we know LKQ will return in the spring. We are still at a deficit with our legislative fund and we need your help, so please send us what you can so we can continue the fight. A big thank you to the ones who have gone beyond the call of duty to make this happen.

Second, thank you to those who attended the meetings we had throughout the state explaining what is actually going on in IL. We hope you have a better understanding on this issue. If you have any questions on this please don't hesitate to call the ATRI office.

This is exactly why there is an association. If there was no association this bill would have become law and would be putting some recyclers out of business. It is times like these we need to band together to have a bigger voice and fight for our rights as an auto recycler in Illinois. The ATRI association has grown a little as more have come on board. It is the mission of ATRI to keep you updated and informed on all that happens in this industry. If you are reading this and you are not an ATRI member please fill out the form in this newsletter and join us, you will be glad you did.

Now I will move on to some good news with ATRI. In this newsletter you will see the registration for the upcoming Illinois and Missouri convention and trade show to be held October 19/20 at the St. Louis Pic-A-Part yard. We can't thank the Heckenast family enough for hosting once again this year. Their facility is state of the art and you all must see it! There will be educational seminars, a "Young Guns" round table and so much more going on that weekend. Bring the family as see some of the sights in St. Louis. Yard tours will happen throughout the day as well. This is also a great opportunity to meet new people and may even become trading partners too. I can tell up that since I have been attending these once a- year- conventions, I have met so many people that I am now doing business with. The Thursday evening before the convention begins on Friday we will have a "Meet & Greet" at the Gateway Kartplex, this is go-cart racing at its finest. This track is located in the middle of the Gateway Motorsports Park. If you like going fast, and enjoying the competitiveness and camaraderie, then this is for you, or, just come and watch have a bite to eat and cheer them on! All is in close vicinity to the hotel. Michelle has been on top of it as has done a wonderful job as usual. This will be one to remember I am sure.

October will be here soon enough and I look forward to spending time with all of you and the exhibitors.

Thank you, and Happy Recycling!

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

Executive's Viewpoint

By Michelle Lechner, Executive Director

As you can see, and already know ATRI has been busy legislatively while also preparing for this year's joint convention and trade show with Missouri. The line-up for this year's convention and trade show is really going to be top notch. After doing two years of having an "Old Timers" Round table we decided to change things up and hear from the "Young Guns" this year. I think it will be interesting to hear from the young ones in the business. Let's face it, so many in this business are 1st, 2nd, and even 3rd or more generations. Sherri Heckenast will be one of the members on that panel along with hosting this event at their yard. I want to personally thank the Heckenast family who have gone beyond the call of duty two years in a row now by hosting this event. Other highlights include a session on social media. Come hear how to grow your business with social media. Learn how to be the first yard listed when someone googles your name. This day and age there are so many avenues to use through social media. Amber Kendrick, Manager and President from Pete's Auto Parts in Michigan will be presenting on a number of topics and you can check them out on the registration page in this newsletter. Be sure to find the registration for the convention and trade show fill it out and send it in. Bring the family, there is so much to do in St. Louis and the hotel in Fairview Heights is just a few miles from the event and also close to the city of St. Louis. This event is for you. It's inexpensive and a good way to keep up on the latest and greatest this industry has to offer. I guarantee you will come away with new innovative ideas and ready to use your new information in your day to day operations.



ally don't know how important that is. The beauty about this industry is that we have recyclers in all districts in IL, so if all reach out to their Representatives and Senators and let them know who you are it will make a difference as we proceed to tackle this issue that has landed in our back yard. While we have been able to stop this for now, it's not going away. If you are a member you are aware and have read HB5159, if you're not, you should google it for yourself. Please feel free to call me with any questions.

In today's world associations are stronger than ever. By joining, you get member only perks and are the first to know what's going on in this industry today. You get exclusive advertisement on our website in the membership directory and listed in the newsletter that goes out 6 times a year. Please like our FB page. Feel free to post on the FB page and I will share it for all to see. Again, lots of exposure through social media. You also get a competitive edge over non-members. Networking at its best especially at the annual convention and trade show. If you are trying to grow your business that event is definitely for you. You get training opportunities on a variety of subjects. Be a member also enhances your credibility as an auto recycling business. Also, you have a say so on what happens in the government through ATRI's advocacy efforts.

Lastly, I want you to know the dues notices will be coming your way the first week of November, and we appreciate you taking the time to get them paid in a timely manner. I hope you all have had a great and prosperous summer. I look forward to seeing you all in October and the first ever joint convention and trade show with Missouri.

Keep Recycling,
Michelle Lechner
Executive Director

Back to the legislative part I mentioned above. So many of you took the time to reach out to your Representatives and Senators about HB5159 and we thank you for that. You re-

The Phase I Environmental Site Assessment Process

By *Sara R. Hamidovic, MS, PE, CHMM, VET Environmental Engineering, LLC*
Rudy D. Fields, LPG, CHMM, VET Environmental Engineering, LLC

In your time you may deal with environmental investigations. It may be when you purchase or refinance a piece of an industrial or commercial property, when you sell a property, when you go for zoning or land use changes, when you have to defend yourself or your business in court (including the court of public opinion), or when you just want to spend money with a fun environmental consultant. Oddly, we don't see a lot of that last kind. Issues of liability with buying, selling or lending on environmentally impaired real estate (or what someone thinks is environmentally impaired real estate) are very serious and often deal breakers. You may need to know about environmental conditions on a piece of real estate for a lot of different reasons.

A Phase I ESA is designed to assess the potential for adverse

environmental conditions on a specific property, or nearby properties with potential to adversely affect the condition of the subject property. A Phase I typically does not involve any type of intrusive activity – no digging, no sampling, etc. The goal of a Phase I is to develop a recommendation, based on site walks, interviews and a detailed records review (a paper chase); to do, or not to do additional environmental investigation. This further investigation is referred to as a Phase II Investigation and is most likely invasive; a sampling and/or drilling program for example. The Phase II is a less prescribed investigation that targets the potential issues found during the Phase I. These potential issues are referred to as recognized environmental conditions (RECs). If problems are found during the Phase II, the next steps are corrective actions or mitigation. Corrective actions can take many forms and be no big deal, or a very big deal.

People often ask us why we recommend a Phase I if we suspect a Phase II will be called for. It is the only private sector investigation that evaluates potential environmental issues that could affect a site based on present and past land uses. It is amazing the amount of information you can find on a piece of real estate and persons associated with it by researching the property history. A Phase I allows us to determine if further investigation is warranted based on the site's history, what we should look for during the Phase II, and where we should look for it. For example if the site was a gas station we would look for petroleum in the Phase II – not Methyl Ethyl Kool Aid. The gas pumps were here – look here. The research can also prevent a potential issue from being "smoke screened" by another issue. For example, the site is a gas station now but it was a Methyl Ethyl Kool Aid factory in the 1960s – let's look for both gas and Methyl Ethyl Kool Aid.

The Phase I is a roadmap that helps determine if future investigation on the site is necessary and if so what, where and how much investigation is called for. Having a good



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road map (Phase I) can make the trip (Phase II) shorter, less expensive and more advantageous. If there are no RECs found as part of the Phase I, the recommendation will be that further investigation (a Phase II) is not warranted.

A proper Phase I should include: a site walk on the property, evaluation of neighboring or nearby properties, a public agency records review, evaluation of prior land usage of the property and adjacent properties, review of historical aerial photographs and maps, interviews with knowledgeable persons, and reviews of chains of title for the property. All of these sources may provide clues about how the property was used in the past. You may be asked to provide a legal description or survey of the property in question to ensure there is no confusion regarding the boundaries of the subject property.

Common Phase I interview formats ask: "is the property or any adjacent property currently being used as a gasoline station, motor repair facility, commercial printing facility, dry cleaner, photo developing lab, salvage yard or landfill, or as a waste treatment facility, storage, disposal, processing or recycling facility?" Other questions ask if the property or any adjacent property have been used for any of the stated purposes at any time in the past. Auto salvage and recycling facilities, like dry cleaners and print shops, have been a problem in the past. Some continue to be problematic despite recent improvements. The perception that yards are a mess will be with us for a long time. I have been to salvage yards where I would let my ten-year-old

play on the ground (he would want to run the loader). I have also been to yards that will require significant investigation and corrective action. Perceptions are real. This is an industry that has not always been clean. These perceptions will keep automotive recycling facilities in the spotlight for years to come.

So, how do you protect yourself? How do you ensure that when you are ready to sell you can, without taking a major price decrease or obligating yourself, or your heirs, to long-term environmental liability? You prepare now. Environmental process of some sort is in the future of every salvage yard. The yards that will fare the best are those that prepared the best. Start implementing systems today that will make you money when you are ready to retire and sell. Avoid creating any issues that will be identified in a Phase I or Phase II investigation and fix existing issues. Document your activity. If you dispose of waste tires, keep the receipts. Information is power, and you want to be in

the driver's seat when the time comes to negotiate on your property.

Understand the environmental investigation process. Knowing what your friendly environmental consultant is looking for and why, can give you a leg-up on preventing problems, or help you start addressing issues that exist, on your terms. The worst time to address environmental issues is when you are due to close on the property in two weeks or when your loan is supposed to be going to committee. The Phase I can be your road map to addressing things in a meaningful way and to the degree possible, on your terms and timeline.

We hope everyone had a great summer and that 2018 is a great year for your business.

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Getting the Most from Your Converters with a Process You Can Trust: Understand the Importance of Weights

By Becky Berube

In converter recycling, the best recyclers know their numbers and partner with companies that educate. We encourage our customers to sell converters on assay, the verified analysis of the precious metal contained in the converters less the customary recycling costs. You want to use a scientific method because it is reliable and can be validated. By selling on the assay method and understanding key metrics, it is less likely that you will leave money on the table.

In the first article of this series, *Getting the Most from Your Converters with A Process You Can Trust*, we emphasized *Know Your Numbers*. We strongly advise our customers to know their count before they sell. Train a key person to count and inspect the converters before they are packaged up. Teach him or her the difference between the ceramic and metallic (foil/wire) converters. Without an accurate ceramic, metallic, empty, and DPF count it is impossible to know key bottom-line metrics like a true price per unit, price per pound, and average weight per unit. Like with selling whole units, these are areas that can contribute to misleading information and lost revenue.

In this article, we want to discuss why it is necessary to your bottom line to *Understand the Importance of Weights*. Next to knowing your unit count, the second most important aspect of selling converters is understanding the importance of weights.

If you're missing weight, you're missing money.

When you sell converters by the piece, you are at the mercy of the grade and the count being accurate and the price being fair. A slight of hand in any of these areas creates lost revenue. When you sell converters by the assay method, the same is true of the count, weight, and price. If you are going

to get paid on the intrinsic value of the precious metal inside the converter, you want credit for everything.

If you want to know how much money you are really making every time you sell, you must learn your true price per unit, price per pound, and average weight per unit. For those three metrics to be accurate, the burden is on you to know your count and weights and hold the converter recycling company that recycles for you accountable.

Track your shipping and arrival weight. If you want a good ending result, i.e. maximum value, you need to agree on a beginning weight. When you receive a delivery confirmation notice from the company processing your converters make sure that the weight you shipped is very close to the weight that arrived.

If you don't have a scale, you can estimate your shipment by using 10 lbs. per converter. If the discrepancy is more than a few pounds find out why.

Work with companies that mass balance. Mass balance means that all weights in and all weights out are measured and accounted for with a small tolerance for loss. Our tolerance is one-half of one percent (0.5%). We weigh and photograph all incoming skids and provide that to you the recycler. This is the beginning weight that we agree upon with you. Throughout the process of de-canning, milling, sampling, and assaying everything is weighed: catalyst, dust, moisture, scrap steel, gaylord boxes, pallets, trash or inert material. Inert material and trash includes things like insulation, batting, and screens that surround the ceramic catalyst biscuit or substrate. If the weights in and the weights out do not balance, the material cannot ship to the refiner. For your protection, and ours, we expect the same process at the refiner. Our job is to ensure payment for all precious metal contained in the converters.

Know your average weight per converter and price per pound. For a very long time, the average converter weighed 10 lbs. in the can and contained 2.2 pounds of ceramic catalyst. That's approximately 20% catalyst to 80% steel. With car manufacturers demanding greater efficiency using less precious metal, we are seeing the average catalyst weight per unit trending downward to 1.8 or 1.9 pounds per unit. Recently, the average price per pound of recycled catalyst is yielding between \$30 - \$40 per pound. A discrepancy of even .3 pounds per unit could be costing you more than \$10 a unit at \$35 per pound (.3 x \$35 = \$10.50). Multiply that by the number of converters you are recycling, and the loss can be staggering.

Watch your trash and moisture. On the assay report that you receive, you should be able to see a weight reconciliation. The gross weight reported will typically be the catalyst and dust from de-canning without the packaging and steel. The net weight (wet) should be the weight of the catalyst less any trash or inert material as outlined earlier. The net weight (dry), or settlement weight, will be the weight of the catalyst

less any moisture determined. Normally trash and moisture will run between 1 – 3 percent each of the gross weight and the net weight (wet) respectively unless there are extenuating circumstances like exposure to moisture. The catalyst substrate is porous and very susceptible to moisture.

The bottom line for successful recyclers who make the most money from their converter recycling program, is becoming educated and tracking the data and the money to insure against loss.

For questions or copies of this article or previous articles in this series, email me or visit our website at: www.unitedcatalystcorporation.com.

Becky Berube serves the recycling community as President of United Catalyst Corporation, Co-Chair of the Automotive Recycling Association's Events Advisory Committee, and is an ExCom Board Member of the International Precious Metals Institute.



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SCHEDULES OF EVENTS

Thursday, October 19

Join in the fun at Gateway KartPlex for a night of racing!

First come, first served

Check out their website for more info.

Friday, October 19

Noon
1:00 – 1:50

1:00 – 1:50
2:00 – 2:50
2:00 – 2:50

Break
3:10 – 4:30

3:10 – 4:00
4:00 – 5:00

5:00pm - 9:00pm

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Amber Kendrick,
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and how to set yourself up for brokered sales success!
Trade Show Opens,
Cocktails/Auction/Reception
reception with cocktails & hors d'oeuvres and auction,
and more in the trade show area

Saturday, October 20

8:00am – Noon Registration
9:00 – 9:50 **Car-part.com**
9:50 – 11:00 **Amber Kendrick,**
Hiring Your Best Team Ever:
Hiring great people in 2018 is hard - and it's one of
the most important things we do!
Where's that Part and is it any Good?
Inventory control is crucial - but how do you monitor
it and how do you improve it? Learn to not only find
missing parts but prevent them from going missing.
Reduce your credit rate and returns. You can increase
your sales and profitability through inventory control!
9:50 – 10:50 **IL Green Car, Sara VET Enviro**
Get all your questions answered
Break
11:00 – 12:00 **Young Guns Round Table,**
How-to connect with your state Representatives/Senators
General Round table to discuss what your issues are.
Noon **Trade Show Opens**
Lunch with exhibitors

All subject to change

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SHOW HOURS

at the yard, St. Louis U-Pic-A-Part Exclusive
e with exhibitors and attendees before the
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AUCTION

r donating a service or item for the
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THURSDAY EVENING MEET & GREET:

Gateway Motor Sports KartPlex

Thursday evening, a "Meet & Greet" will be held at the Gateway Kartplex where participants can race go-karts for a prize, or just mingle with others and enjoy the fun surroundings. The Gateway Kartplex is a purpose built karting facility inside the oval track at the Gateway Motorsports Park. Located inside turns one and two, the Kartplex is completely independent from the surrounding racing facilities and can be run on while the oval and road course are in use.



Full payment is required and must be received with application.
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If a company's application is rejected, payment will be refunded. After
acceptance of this application, a contract for space will be sent to the applicant.
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Congratulations!!!!

Brothers, Jonah Smith from is Road Ready Wheels and Jonathan Smith from Bill Smith Auto Parts have big news to share with their automotive recycling family.



Jonah and Brittany Smith gave birth to their beautiful baby daughter, Ada on May 25th, 2018.



Jonathan Smith and Meghan Stafford have announced their engagement. The wedding is planned for May 26, 2019.

Is It Time For The Heimlich Maneuver . . . On Your Inventory?

By Katie Stark & Paul D'Adamo

Do What?

So you're in a restaurant and the guy at the next table starts choking. What will you do? Hopefully, something. Hopefully, that something is the Heimlich Maneuver. Hopefully, that guy at the next table gets to finish his dinner because of your quick action.

And what does this have to do with our inventory? I think we are much more efficient at selecting parts to be dismantled and stored in our buildings today versus 10-15 years ago. Would you agree? However, that doesn't mean that we have developed a system for consistent verification and purging of old stock. Hence the choking analogy. Many of our warehouses are chock full of aged parts that do not stand a good chance of selling, preventing us from bringing in fresh inventory which will sell. Quite frankly, we are choking. And it is costing us millions of dollars!

Think quick?

1. **Do you know how full your warehouse is by percent?**
2. **Do you have an inventory of your rack positions?**
3. **Do you know how much of your warehoused inventory is 30-60 days old, 61-90, 91-120, 121-180, 181+?**

You may have to drill down with your YMS to figure these numbers out but it would be well worth the time. Do you think Amazon knows? Large companies spend millions of dollars on logistics and supply chain management systems to ensure that their customers receive the correct product at the right time and place. I believe this is the Auto Recycling Industry's Heimlich moment. We must learn to run our operations as lean and efficiently as possible.

Putting up another building to warehouse inventory is not a bad idea, just don't put up the new building until you have done the Heimlich on your current facility. Also, keep in mind that only you can determine what is old and what should be discarded. Late model yards will have

a very different profile than a mechanical yard in terms of inventory.

It is critical to evaluate which parts will be warehoused versus stored in the vehicle. Part value, turn, and space requirements are several criteria that you should base your decision on.

Quick Facts about Inventory:

- **Negatives:**
 - o Lost or missing parts cost you money in lost time and resources. We all know the frustration in tracking down a “missing” part.
 - o Lost or missing parts cost you customers due to high levels of stress.
 - o Lost or missing parts steals motivation from your sales people.
 - o Overstocked shelves reduce your ability to verify inventory.
 - o Overstocked warehouses limit your ability to have “Fresh” stock cycling through.

- **Positives**
 - o The higher the fill rate, the more confidence your sales people will have to sell your inventory which means more money in their pocket, as well as yours.
 - o Your customers will consider you a “preferred vendor” because of your reliability.
 - o Managers spend more time managing versus searching for lost sheep.

What’s Your Plan?

- **Make Data Integrity and Inventory Control a Core Mission for your company which means that you need to step up and make it a priority.**
- **Use any available tool from your Yard Management System Company ie Bar Code System to be part of the plan.**
- **Create a schedule for inventory audits and make it an ongoing process. It is easier to manage a project like this in smaller bites versus an annual event which never gets completed.**
- **Identify the proper team members who are focused, detail oriented and are consistent in completing projects.**

It truly adds up to planning, procedures and allocation of resources to get the job done.

Getting back to our story, choking is a real danger. Take the time to familiarize yourself with the fairly simple but effective Heimlich Maneuver in the event someone ever needs your assistance. And let’s hope that with good planning, procedures and adequate resources you never have to use it on your inventory.

Katie the “Recall Gal” and Paul the “Recall Guy” represent the RAS Recall Team. Their Mission is to rid the planet of defective Airbags.

Want to join the Mission? Call the RAS Recall Team, 877-829-1553

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Core Incompetence

By Theresa Colbert

A lot of people know that I am the “Queen of Cores!” I help recyclers set up core programs at their businesses, I teach classes on cores. I work closely with several core buyers to make sure that my customers and I are up-to-date on any changes in the industry and that the best practices of collecting, invoicing, and sending cores in to the buyers are observed. I don’t want any of my recyclers to be “core incompetent!”

One thing we should remember from the days when scrap was really high, is that all of our eggs should not be in one basket. Cores are a small percentage of our business; but, when done correctly, they can be a nice addition to the bottom line.

One thing I ask my recyclers to do is to check the core prices when you first get the vehicle in (or when you evaluate the vehicle, if your bidding program allows it).

1. Run your vehicle through your core program and see what is valuable.
2. Make sure that you (or your management system) sets the current price of the core. The days of “all alternator and starters are \$3” are long gone.
3. Another thing I like to do is hit those core parts with a

spot of paint. Pick a color that you don’t usually use at your business. I like pink, because no one seems to use pink for anything else. When the part gets up to the counter, the counter person or cashier automatically knows that the part needs a core. When the driver is dropping off a part with pink paint on it, they know that they need to pick one up.

4. Have bins or gaylord boxes set up with the core buyer’s name on the bin. This way, your people know exactly where to put the core upon return. Make sure it is someplace covered, as these are “good parts” to our core buyers.
5. When it’s time to scrap the vehicle, you know that anything with pink paint still left on the vehicle needs to come off. You only have to run the vehicle through your core program one time.
6. Keep a work order, invoice, or spreadsheet to track the dollar amount of your cores.

I have noticed some misinformation out there when it comes to the tracking procedures of outstanding cores. My theory on this is the same as it is on every other aspect of our industry: We are NOT junk yards! We have professional businesses and should be running them accordingly!

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I recommend that my recyclers invoice the core buyers with the actual part and current prices that are showing in their core program. Some people think that you should inflate the core prices on your invoice to a core buyer to compensate for any shrinkage that may occur due to broken or damaged parts. I am totally against this practice, as this is not the way to run a trustworthy business.

Another thing I have noticed is my recyclers complaining that some core buyers are "slow pay" or "paying late." Core buyer are YOUR customers. You may not have them on "30 days," as we all know it takes some time to check the loads in. With that being said, if your invoice has not been paid within a timely manner, as with any other customer, call them and remind them that the invoice is still outstanding.

As always, have a GREAT month and a blessed New Year!! If you have any questions feel free to call me, text me, or email me! 859-802-2382 or TheresaC@Car-Part.cCom



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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.

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