

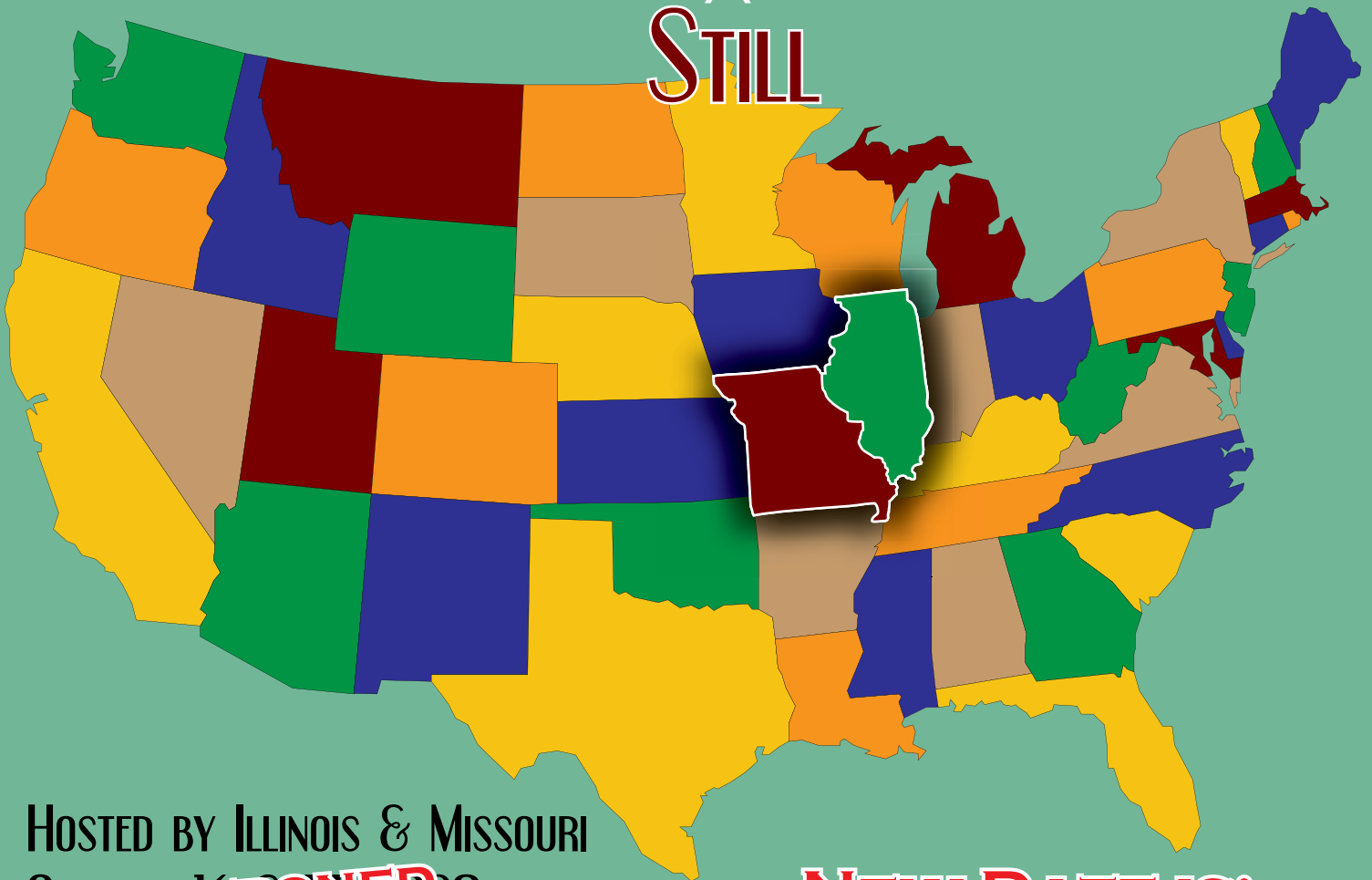


ATRI News

September/October 2020

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- ▶ **NEW!** Inventory Buddy now checks RAS for Recalled Parts Automatically using the NSVRP Recall system (www.NSVRP.com – see tablet screen to the right).
- ▶ **Integrated Pictures** – Take pictures on the tablet, transfer to Final Desktop Review and seamlessly transfer to Yard Management System. Offline/ Alternate Image Storage and Backup Options available also.
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- ▶ **Third Party Companies Integrated in Inventory Buddy**
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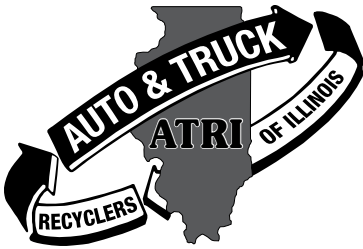
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- ▶ **NEW! Triple Score helps** customize your buying with 3 QCI Buyer Profiles labeled red, white, and blue. Now you can have three strategies to your buying and all displayed within the vehicle evaluation. Late model for mechanical parts and older models for body parts.
- ▶ **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.
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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 Joe Watson, ATRI President

In the grand scheme of things, maintenance is much more cost effective than repair. In our own experience we see this with oil changes, teeth brushing, tuckpointing and pothole repair, just to name a few. Our businesses are much the same, we maintain our inventory, we update our customer lists and install anti-virus and malware on our computers. So why is it so hard for business owners in our industry to support the legislative initiatives that have already PROVEN to be in our best interests?

Maintenance of legislative issues is a thing. It's having a lobbyist at the capitol, keeping a finger on the pulse of the process. It's being able to gain access to your representatives, knowing the protocol, making appointments and being a trusted source of information. This costs money. ATRI is a presence in Springfield looking out for EVERYONE's best interest while many of our automotive recycling facilities in Illinois are actively defunding the organization. You might be thinking "Golly Joe, I don't think anyone actively defunds ATRI, how would they actually do that?" By not paying the \$99 monthly dues to be a member of ATRI, that's how you

actively defund it. While at an ATRI board meeting discussing the membership and dues and such, Frank Mistretta from Aero Auto Parts said, in a very matter or fact sort of way, "If you cannot afford \$99 per month, you don't have any right to be in this business. That's less than half of a catalytic converter." And lest we forget that is less than the price of ten (10) junk titles before ATRI intervened and had that fee removed from the massive fee increase imposed by the governor.



Yes, I know, some of you are on board. You see the need for a presence in Springfield. You appreciate the organization; you pay your bills and dues. However, yours is not a passive role. You are members of an organization; you are members of a team. When you talk with other yard owners, talk with them about the \$10 junk title fee reversal and ask them, or even tell them, that it is important to be active, have a voice and maintain our presence in Springfield. And, as Frank from Aero said about the \$99 monthly dues "That's less than half of a catalytic converter."

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Executive's Viewpoint

By Michelle Lechner, Executive Director

What a crazy time we are living in these days! A pandemic is certainly not something I thought I would see in my lifetime. In talking with several of you, I am glad to hear you are busy. Unfortunately, there are many out there unemployed or barely making ends meet. I still find it so strange to have to wear a mask in public. Let's hope this pandemic goes away soon!

With all that said, it is with much sadness to tell you we are going to postpone the 2020 Convention & Trade Show for now. We've decided to move it to the Springtime. With consideration of all of the guidelines we would have to follow, the Directors decided it would be best to not go through with our October event. So many other organizations are doing a virtual event, but there is something to be said about all coming together for a couple days to learn new things and meet new people. It's always nice to see old friends and actually have one on one time with the exhibitors. I sure would like to see a session on the lack of salvage and how others have dealt with the pandemic. Maybe in the Spring we will have several round tables on a variety of subjects that always seems to be well attended. Maybe we can all get together for a holiday party and catch up.

With everything being so uncertain in our world today, I am like the rest of you in wondering, "what could possibly be next?" I am fortunate not to have any young children to worry about, and can't imagine what that world would look like through their eyes. I think about all of you who have school age children in sports or other extracurricular activities and how it will all play out. Keeping them safe would be first on my list. Not only your children, but we should all follow the CDC guidelines to the best of our ability to get these numbers down and move toward getting our country back to normal. Unfortunately, I think this will be a way of life for quite a while.

I don't have a lot to report on legislature, but I will tell you our lobbyist is keeping us posted on the latest. The upcoming election is on the forefront now. We are in a good position once things return to some sort of normality, we can continue our efforts on making the necessary updates to the Illinois vehicle code. We will have a seat on the SOS Advisory Board, such a great thing!

I hear so many of you saying you just can't "buy cars" because nobody is on the road, there are not as many accidents. I think it is also because so many of the vehicles are leaving the country. This seems to be a subject that has been talked about for so long now. I remember trying to get someone from the Miami-Dade Police Department to come to one of our conventions and talk about the exporting of vehicles. Unfortunately I could never get anywhere with it. As long as this has been going on you would think this issue would have been mitigated by now. Salvage procurement, maybe a good topic for one of the sessions at our next convention & trade show.

Marty Satz

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Stay safe everyone, and always know that you can contact the ATRI office with questions and or suggestions. As the saying goes, "we will get through this together."

Keep recycling!

The ATRI Convention & Trade "All States Welcome" Show Postponed

The event will now take place March 5 & 6, 2021 and will include round table discussions, training, networking, and live music.

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Converter Recycling: Five BIG Problems with Assay

By Becky Berube

You finally made the switch from selling your converters by the piece to selling them on assay. And you have found, like most of us have, that it is totally worth it. Your average cat sale is up 5-45% depending on how you were being treated by your buyer.

Now you are in the real game, refining. Your selling your converters based on the actual value of the three metals contained inside your converters. It is exciting. You are hedging and selling metal into the market. Sure, you may have to wait a little longer for your money, but with an early payment and the balance in 30 - 45 days, you are ahead of the game with more money

bottom line. You may even decide to hold metal on account like a brokerage account and delay a taxable sale or use the account as a savings for future planned expenditures.

So, with assay, what could possibly go wrong when you are selling on science and getting paid on actual metal markets?

For nearly 30 years we have been processing scrap catalytic converters for refining at United Catalyst Corporation, let me explain what can and does go wrong. And, more importantly, how you can fix it.

Count and Weights: How many units or pounds lost is acceptable?

In converter processing, everything begins and ends with weights and counts. The weight of your entire lot, converters, pallets, shrink wrap, and all. We begin with the end in mind. BOL weights must match. Unit counts must match what you sent in. We are a disassembly facility which means your load comes in and we destroy it. We completely take it apart. Our goal is to tell you exactly how many converters you sent in and the average value of each unit. So, at our plant we balance all weights in and out of processing to one half of one percent (0.5%). That is our internal tolerance. And we do not mind telling you. Since we are becoming ISO certified, all our workflow aligns to this measure and all nonconformities must be investigated and resolved before refining. Is this happening where you are processing converters?

Dust: If you are missing weight your missing money.

If you are missing weight your missing money. But if you are missing dust, you are missing significantly more money. It is the coating of the ceramic or metallic substrate that contains the precious metals. So, the dust has the highest concentration of the platinum group metals or PGMs. The dust may be 1-3% of the

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weight of the load while being 10-20% of the value. Therefore, we suggest you let us de-can for you. After the count being right, the de-canning system is paramount to getting paid the correct amount. At our plant, every shear has its own, very high-end, dust collector. Your dust is weighed and added back to your broken honeycomb or catalyst before being milled and sampled. We do not have one dust collector going to multiple shears which would break the chain of custody and leave questions as to where your dust is and who keeps it. Is this true of where you are processing converters?

Sampling: In-house XRF, a guide, not a basis for final payment.

Did you know that when you sell on assay and refining terms that you are settling on the results of a sample of your load? It is true. After de-canning the converters, the catalyst must be milled into a powder and a representative sample must be taken to be tested. That sample is only 5-10% of your material so it had better represent all your converters.

Sampling is science in and of itself. Every particle in your load must have an equal chance of being sampled and that means it must be blended properly and for enough time before it comes through the sampler and goes into the sample preparation lab. There the primary sample becomes smaller and finer and must be blended or homogenized again, and the moisture must be determined, before it is analyzed. This is just for the first analysis or XRF and it is only plus or minus 10% accurate. We do not pay you based on XRF. We have this lab and get this reading for quality control. So, we know how many ounces to expect within reason and can make an early payment determination. Do you know if you are getting paid on XRF?

Assaying: There is no short cut to getting paid accurately.

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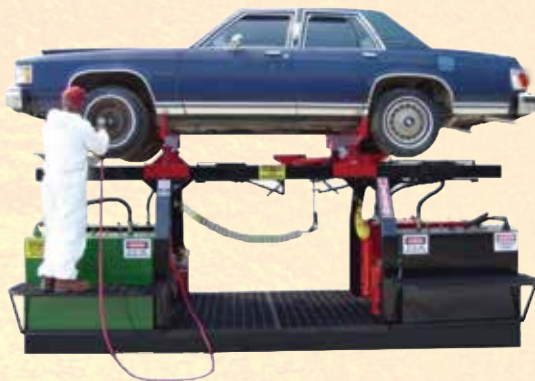
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lurgy or fire assay with chemical dissolution and an atomic absorption (AA) with an Inductively coupled plasma mass spectrometry (ICP-MS). Your sample is split 8 ways (some of these are held in reserve) and is tested this way by more than one chemist at different times. The results of multiple assays are sent to the lab manager and he or she removes the outliers and reports the median or mean as the official assay for settlement purposes. Now your processor may have fire assay and an ICP lab in-house and pay you quickly based on the assay result they get; however, this is not the same as being paid on the assay result from the refiner or a third party independent lab. If I pay you based solely on the assay result that I get without a witness or a third-party verification, there is no control. I am also not paying you on the same assay that I, the processor, am getting paid on. Processing and refining take time. There are no short cuts to getting paid accurately. Are you getting paid on assay very quickly from your processor's in-house lab?

Metal Prices: Do you understand the spread between spot price and the discounted metal price?

Finally, another area that can be a problem with selling on assay is metal prices. First, let me say that this is a problem for all of us in the business of selling metal. It is an opaque market which means it is hard to clearly see the price. Until a full block chain solution eliminates trade desk quotes, the problem will exist. Your metal does not come out of refining for about 100 days. This means to lock in a price for you we must sell metal forward on a futures contract. Since you are recycling scrap catalytic converters that means we are selling a product called sponge to coat new catalyst and make industrial products. We are not selling bars, ingot, or bullion to the investment market. So, there is a discount on the metal price. There is a discount and a lease rate. Both come off the spot or physical price you see published online. Both can be calculated, but they are not readily disclosed to us. This can be confusing when you get a metal price that is different than the price you see online. This can also be an area of ambiguity. The question is can and will your processor explain the spread to you?

Selling converters on assay is the way to go. In my mind, it is the only way to ensure that you get paid the most from your converters with a process you can trust. I believe this so much that it is my company's brand promise to you. But notice the word trust. You still must trust that I, or any processor, is doing what they say they are doing, and following the rules of assay. It is for this reason that I write these articles. I want you to sell on assay. In truth, I want you to sell to United Catalyst Corporation. But more than anything, I want you to get the most and avoid being cheated. You buy the car. You own the converter. The lion's share of its value is yours.

If you have questions about this article or any issue pertaining to catalytic converter recycling, I or any member of my team at United Catalyst are here to help you. Recycling converters on assay is a journey. We hope you will rely on us at United Catalyst as your guide.

For daily news and pricing subscribe to the United Catalyst Corporation 60-Second Morning Report, email us at sales@unitedcatalystcorporation.com or call us at 864-834-2003.

Becky Berube serves the recycling community as President of United Catalyst Corporation, Member of the Automotive Recycling Association's Educational Programming Committee, and is President of the International Precious Metals Institute.

The Importance of Recordkeeping

*By Elizabeth Grubb, MS, MPA
- Storm Water Program Manager,
Sara R. Hamidovic, MS, PE, CHMM
- President and CEO
VET Environmental Engineering, LLC*

We hope you all are staying happy, healthy, and busy during this time! We really loved seeing everyone this year for annual Illinois Green Certified Automotive Recycler (IL Green CAR) audits. With audit season on our minds, we thought we would write about a very important item: recordkeeping. This is something that not only shows up on audits, but it is also important for the everyday function of your business.

From our experience working with auto recyclers, paperwork is often the aspect of business that is in need of the most tweaking when we are hired by a new client. There are a few exceptions, but all-in-all the recordkeeping systems are not complete, organized, or user-friendly. We have developed a system that seems to work well to help our folks keep track of the necessary information in a simple, user-friendly manner. The system we use applies specifically to your Storm Water Pollution Prevention Plan (SWPPP) and Spill Prevention Control and Countermeasure (SPCC) Plan. Inside the binders are all of the necessary forms along with space to store all of your pertinent documents. For example, if you sell a drum of used oil, you turn to the used oil tab of your SWPPP binder and store a copy of the

receipt in that section. We keep redundant, electronic copies of the binders at our office so if something is lost or damaged we can recreate our clients' system. We perform quarterly update checks to ensure that recordkeeping is up-to-date. We encourage you to keep records of all activities so that in the event you are asked you can produce documentation to support your processes.

There are often more requirements for internal tracking than there are requirements that are submitted to a regulatory agency. None of the requirements are particularly difficult. The difficulty is keeping up with the large number of requirements and developing a system that makes the compliance program run effectively. For sake of discussion, let's talk about storm water. Storm water permits have several documents that are required to be submitted to the regulatory agency, such as the Notice of Intent, Storm Water Sampling, and Annual Reporting. However, items such as Annual SWPPP Training documentation are not required to be submitted to a regulatory agency. Therefore, we often see that items required for submittal are completed while the other documentation falls to the wayside. So, what are some ways to ensure

that your records are organized and required documentation is completed in a timely manner?

First, assign responsibility. Make it clear who is responsible for inspections, recordkeeping, and keeping these items organized. Provide proper training to ensure all documentation and inspections are completed accurately, thoroughly, and in a timely manner. Assigning specific duties to well-trained, trustworthy employees will help ensure your recordkeeping is in top shape.

Second, make sure that all documents are kept in a designated place. This will help you easily find documents when needed and keep different types of documentation separate. As we mentioned, binders are a great system. When using the binder system for storm water permitting, you know that all your applicable inspections, documentation, and forms are located in one central place. This is especially helpful in the case of a regulatory inspection. An organized recordkeeping system is one great way to instantly impress regulators. It shows that your care about your business and that you are committed to compliance.

A complete, organized, and user-friendly recordkeeping system can look many different ways. Different systems work for different people; keep this in mind as you work on improving systems at your facility. If you want additional information, have any questions, or want assistance with your facility's recordkeeping practices, please do not hesitate to call VET at (812) 822-0400.

Got compliance?



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.

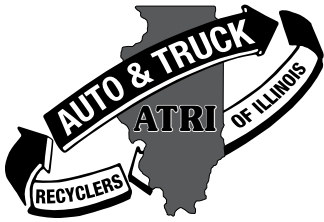
Annual Convention & Trade Show. ATRI brings to you the latest and greatest this industry has to offer on a yearly basis. It is a time for education and camaraderie with fellow recyclers from all over the united states. This event is known for its reputation as a well-attended event for auto recyclers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

2020 Membership & Initiative Dues

Please print or type

Company Name _____

UDL _____ Contact Name _____

Street Address _____

City _____ State _____ Zip _____

Phone _____ Fax _____

E-mail _____ Website _____

Select Your Yearly Membership Level:

- 1-4 Employees\$250
- 5-9 Employees\$375
- 10 + Employees\$500
- Additional Yards _____ X \$100 = _____
- Associate Member.\$250

Membership Investment Remitted \$ _____

Please Select Your Membership Level Above. You May Choose to Pay it all at Once or by the Completion of December 31, 2020

Check Here to Make a Donation to the Illinois Legislative Fund:

- \$500 \$1000 \$1500 \$2000 Other \$ _____

Any Donation is Appreciated as we Continue our Efforts with Proposed Legislation to Benefit the Auto Recyclers in IL

If Credit Card Address is different than ABOVE, please provide corrected address here:

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Credit Card # _____

Expiration Date _____ 3 Digit Security Code _____

Please remember dues to the Auto & Truck Recyclers of Illinois are not deductible as charitable contributions, they may however, be deductible as regular and ordinary business expenses. The ATRI Dues Investment Cycle is January 1st through December 31st.

We must continue to fight for our members rights!

As of August 1st 2019
ATRI will **REQUIRE** all members to pay a **\$99 Monthly Fee** to the association.

Select Payment Option for Monthly Fee:

- Check enclosed**
Make check payable to: Auto & Truck Recycler of Illinois
- Charge my Credit Card**
 Visa MC Discover Amex

Company Name _____

Name on Card _____

Card Billing Address _____

City _____

State _____ Zip _____

Phone _____

E-mail _____

Credit Card # _____

Expiration Date _____ 3 Digit Security Code _____

- Please charge my Credit Card **Monthly**.

THANK YOU FOR YOUR SUPPORT!!!!!!

To pay by mail, make check payable to *ATRI* and mail to:

Auto & Truck Recyclers of Illinois • PO Box 9424 • Springfield, IL 62791

Questions, please call 877-880-2874, Fax: 877-747-7597 or email to illautorecyclers@aol.com • www.illinoisautorecyclers.com

Industry News

Welcome New ATRI Members

New Direct Member:

JC Auto & Truck Parts – Illinois

2432 STATE HWY 17

Viola, IL 61486

800-769-3499

Site Manager: Rick Stone

Email: rstone@jcautoparts.com

Web address: www.jcautoparts.com

“12 acre facility – 25 miles south of quad cities metro area - run 4 delivery routes within 125 mile radius daily”

Automotive Recyclers Association Shifts to All Virtual Annual Convention

August 10, 2020 - The Automotive Recyclers Association (ARA) announced today that the upcoming 77th Annual Convention & Exposition will be a 100 percent virtual event. Originally scheduled to take place in person at the Peppermill Resort & Cason in Reno, Nevada, Association leaders decided last week to transition into an all virtual event due to ongoing concerns around the COVID-19 pandemic.

“Ultimately, the health and safety of the membership and staff is our top priority,” said ARA Executive Director, Sandy Blalock. “After many discussions, serious consideration, and with the safety of all attendees at the forefront, we have decided to re-direct all of our efforts into transitioning the 77th Annual ARA Convention and Exposition into a virtual conference. We were hopeful that this year’s Convention could remain a live event, but the current state-of-affairs simply presents too much uncertainty and risk at this time.”

The dates of the Annual Convention will remain unchanged and ARA is in the process of adapting the full schedule of educational programming, Exposition hours and networking events into a program that will showcase automotive recycling at its best.

Visit www.a-r-a.org for more details.

“For 76 years, the ARA Annual Convention and Exposition has been the gathering place for the professional automotive recycling industry and an incredible place to network, learn and conduct business,” said ARA President, Scott Robertson. “ARA is the voice of the professional automotive recycling industry and it is our duty to provide information, education and opportunity to automotive recyclers from around the world – even in the midst of a global pandemic. Yes, it will look different, but it will still be the extraordinary experience that our attendees have come to expect year after year.”



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➤ **CPI+ and Car-Part buyer requests are integrated into Bidmate, Partmate, and Checkmate helping you buy, inventory, and sell.***

* Car-Part buyer stats are a separate add-on

➤ **Checkmate 2 is available for PL2 and Pinnacle users.**

Use it to inventory your CPI+ parts and sell them in the Car-Part and eBay marketplaces.

➤ **Powerlink, Pinnacle, and Checkmate users can subscribe to Crashlink to view CPI+, additional OE interchange, OE diagrams, OE pricing and more.**

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