

ATRI News

March/April 2021

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



President's Perspective

By Joe Watson, ATRI President

The support of members is important to any Trade Association, both financially and participatory. I am happy to say ATRI has been blessed in both ways. I'm not going to dance around the fact that we have raised the membership fee, substantially. However, we have members that decided ATRI has done so much for the success of their business, they have chosen to contribute more than the annual dues and payment to the ATRI Industry Advancement Fund. As for physical participation, we have a pretty good turnout rate. We have members who not only attend events themselves, they bring staff members. ATRI events are as much social as business events. It's much easier to do business with people you know, and let's be honest, much easier to get paid on time when the owner or manager actually knows you personally. Now, don't get me wrong, we still have auto recyclers in Illinois that have not joined our group of merry men and women. We still have recyclers that will ride on the coat tails of ATRI, but consider this, those who choose not to be members have absolutely no say in the direction of ATRI. ATRI is an association that works for ATRI members.

This spring ATRI is planning an educational forum along with a social activity. It will be held on a Saturday which allows your sales people a chance to participate and meet their peers in the industry. Honestly, it doesn't matter if you want to

participate or not, it is a great opportunity for in person social interaction that has been non-existent these past many months. In case you or your sales people cannot make this event, please support the association and donate to the cause.

October 29/30 2021 will find us in Alton Illinois for the All-States Welcome Convention & Trade Show hosted by ATRI and our Missouri counterpart (MATR). This will be an All-State Convention, meaning, we will have presenters that all recyclers will want to hear and learn from, not just in Illinois or Missouri. This will be an event that will have salesperson training on Saturday, in order to increase the training and relationships between salespeople in our industry. Yes, we are in the digital age where everyone knows if you have the part as well as the price before they even call, but how often have you heard, "I'm gonna call (insert name here) over at (Yard Name) 'because he/she really takes care of me'"? That is a result of relationship building, it may just have been 5+ years of talking on the phone, but in person relationship building can take minutes. Once again, I am strongly encouraging you to not only attend the Autumn 2021 convention, I suggest you bring your staff. That being said, I hope all is well with everything, and with luck we will be out of this COVID black cloud by the time you are reading this.

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Executive's Viewpoint

By Michelle Lechner, Executive Director

I hope all of you are surviving and thriving during these unprecedented times. It does seem like there is light at the end of the tunnel since vaccines are being given all over the US now. Since you are essential workers should you have been vaccinated first along with the other essential workers? Then again, do you want a vaccine? Lots of different thoughts about that. I myself am anxiously awaiting my turn. With so many strange and indifferences going on in our world I am glad the auto recyclers have stayed busy. With the price of scrap up, well for a while anyway, had to be helpful for you.

So many people out there in the world have lost their jobs and family members to the pandemic. We need to be grateful for surviving, and being able to continue doing business and staying busy.

ATRI is planning a fundraiser for the end of April or maybe the beginning of May. I think everyone will have cabin fever and will be ready to get out, especially for a good cause. We have invited the Missouri group to join us too, but anyone is welcome to attend. We thought about a golf outing, but thought maybe just an educational forum with a social event. Not sure where yet? Stay tuned.

There will not be a lobby day this year for any industry because of COVID. With all that said, I want to thank all of you for your support and dedication to the ATRI Association. Almost all of our members have renewed and I can tell you we plan to move forward legislatively too. You should be seeing emails from me on Fridays as I have been sending the "Weekend Update" there are several bills out there that can make a difference in the way you do business, and we are on top of our game. Some of you out there may wonder what ATRI does for you so with the updates that should keep you well informed. There has definitely been some down time, but we are still keeping our eyes open and checking bills as they drop in. This past week over a thousand bills were dropped, not only this industry, but every other industry that is trying to make changes and/or additions to their own current laws. Getting to know your legislators is absolutely huge, and we have made a name for ourselves, and we are getting things done! The "Weekend Update" will help you to stay on top of the issues. Will we always win? Probably not, but I can tell you we are in a good position to finally see the necessary changes made in the very out dated Illinois vehicle Code. If



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you don't get a "weekend update" that is because there are none that week. Feel free to reach out with any questions and or issues you may have.

Once again, we had to push our show back and have scheduled it for Oct 29/30 back in Alton, IL where we were two years ago. Illinois along with Missouri will be hosting the 2021 Convention & Trade Show with all states welcome. The convention committee is putting together the program as we speak. If you have a suggestion feel free

to send it to me. We will have access to the entire ball room so it's good space for all our needs. New this year will be the entertainment on Saturday night. They are a band called Deja Voodoo a six-piece band that plays 70s and 80s music. Trust me you will know all the songs and won't be able to sit still. They pack the house where ever they play. You can go to the ATRI website and check them out. There is a clip of the band on our save the date page which is on the home page of our website. By then hopefully our country is on the

mend and we can socialize without the fear of COVID19. We promise to put together a stellar program filled with the latest and greatest this industry has to offer. Let's all come together to learn, meet up with old friends and make new ones and celebrate the idea of being able to get out and attend an event that is not a virtual learning session, but a actual hands-on event.

Keep Recycling,
Michelle Lechner
Executive Director

Announcing the 2021 IL/MO Automotive Recyclers Association's Convention & Trade Show...

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Enjoy live entertainment on Saturday night.
Deja Voodoo features a six-piece band playing hits from the 70s and 80s.

Watch for more information coming soon! Or contact Michelle Lechner at 877-880-2874

United Catalyst Corporation: 20 Converter Recycling Tips from Our 2020 Instagram

By Becky Berube

United Catalyst Corporation is a North American-based processor of scrap catalytic converters that offers global refining services. Getting you the most from your converters with a process you can trust. We feel that an educated customer is our best customer. We know this industry can be hard to navigate but we have some expert tips to help you through the process of converter recycling.

#1 Tip: Always follow The Four P's of converter recycling profitability. You need a process, a program, and a partner you can trust. You also need to learn the power of Education.

#2 Tip: A Process You Can Trust – You can sell on assay instead of selling by the piece. You will need to be paid on a sample and assay that are official, accurate, and verifiable.

#3 Tip: A Program You Can Trust – You need to be able to get money when you need it to run your business. Getting you the most money from your converters should not mean you have to wait 3 months to get paid or until you have a truckload. With most processors, you have payment choices.

#4 Tip: A Partner You Can Trust – Selling on assay or recovery helps to eliminate grading scams and two-for-one

sales because there is a test result that can be considered the basis for the sale. However even with this method, nothing is guaranteed. Working with a partner you can trust cannot be overstated.

5 Tip: The Power of Education – We take a complex process and try to make it understandable and easy to use. Once you learn about your converters and your yard profile, you will increase your profits. No one will ever be able to take advantage of you again.

#6 Tip: Focus on the Numbers – We strongly advise our customers to know their count before they sell. If you do not have an accurate unit count, you will not know your true average.

#7 Tip: Understand the Importance of Weights – Next to knowing your unit count, the second most important piece of information is weights. Be sure your processor is mass balancing all weights IN and OUT of their facility. If you are missing weight, you are missing money.

#8 Tip: Making Sense of the Assay Report and Final Invoice – Both can look like mumbo-jumbo, but when you understand what should be on them, you are less likely to fall prey to any unethical practices and leave money on the table.

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#9 Tip: One Way. Assay. – Assay-based selling with a process, a program and a partner you can trust (and verify) is the only way to maximize the money you get for your cats with any certainty. In life there is more than one good way to do most things. This is not true with converter recycling.

#10 Tip: Play the Long Game – Keep selling into the market on assay. Do not take unnecessary risks. Play the long game.

#11 Tip: Increase Your Averages – By switching to Assay, your average cat sale should be up anywhere from 5-45% depending on how you were being treated by your buyer.

#12 Tip: Be Meticulous – Be meticulous about safeguarding your converters: locks, video, counts, personnel. Even if it takes a large amount of time and money do whatever it takes. The primary responsibility lies with you.

#13 Tip: Never tell your buyer, You Know Where They Are – If you are selling by the piece, never say to the converter company, “you know where they are.” This is a license to steal.

#14 Tip: Mark Your Cats – Another way to safeguard against theft is knowing your count and secretly marking your cats. If your cat count is consistently short when you sell, start marking them in a way that is unknown. Pick a color each week or month and spray inside the cat. If someone takes your converter and tries to come back and sell it to you, you have got them.

#15 Tip: Put Your Halves Aside – If you are selling by the piece, never let the company put the halves on the truck until you inspect them. If a converter is worth \$300 and its three quarters full, why would you take half price when the guy is going to sell it as a full?

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#16 Tip: Do Business with Good People – Good people need to do business with good people. Screen your clients and customers. Know your customer (KYC) is a legal requirement to comply with Anti-Money Laundering laws (AML). Protect yourself and your business.

#17 Tip: Become an Educated Customer – In converter recycling, the best recyclers know their numbers and partner with companies that educate.

#18 Tip: Audit your program – Become a data junkie. Learn all the key metrics to avoid misleading data, like your average converter price, and track true sales. You will be amazed as you gain data points, how easy it is to get misled.

#19 Tip: Switch to Assay – There is only one way to recycle a scrap catalytic converter. It must be de-canned, milled, sampled, assayed, smelted, and refined.

#20 Tip: Get All the Money for Your Converters – How much money do you want from your converters? Your answer should be all of it. How do you get all the money from your converters? Process and sell them on assay.

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

To subscribe to our daily e-newsletter or get Platinum Group Metal prices texted twice daily to your phone, TEXT Daily to 864-834-2003. You can also call us or email us at sales@unitedcatalystcorporation.com.

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.

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Refrigerants (R12), Refrigerants (R134a), and more Refrigerants (R1234yf)!

By *Olivia Kaiser – Intern*

*Sara R. Hamidovic, MS, PE, CHMM – President
VET Environmental Engineering, LLC*

Hello everyone! We hope you are all doing well and surviving the chilly weather! Consistent with the cold temperatures, we are going to discuss a pretty cool topic – refrigerants. Refrigerants are substances utilized in cars to, not surprisingly, keep the interior cool (something we are all thankful for)! But, why does it matter for the auto recycling industry? Today we are going to discuss how refrigerants affect the environment, applicable regulations, and tips for compliance. Buckle up, guys!

How do refrigerants affect the environment?

There are two major ways refrigerants affect the environment. First, older versions of refrigerants are ozone depleting substances. What does this mean? Well, the ozone layer is located in the Earth's stratosphere which is miles and miles above the Earth's surface. Just like the name implies, this layer contains high levels of ozone (O₃). When ozone depleting substances enter the stratosphere, ultraviolet (UV) radiation causes the substance to break down and form chlorine and/or bromine as a byproduct. This is problematic because when chlorine interacts with O₃, the ozone molecules are destroyed. Now, this doesn't sound good, but what does this actually mean for us down here on Earth's surface? The ozone layer is crucial because it absorbs a large quantity of UV radiation from the sun's rays before the rays reach Earth's surface. The small amount of UV radiation that still makes it through the ozone layer is what causes sunburns and other skin damage. While this sounds pretty miniscule, without the ozone layer, the UV radiation from the sun's rays would be too powerful. The full power of the sun's rays would damage DNA in plants and animals and ultimately make the Earth uninhabitable! Therefore, the ozone layer does a lot to keep us happy and healthy here on Earth. This is all important because prior to 1994, R12 was the most common

refrigerant used in cars. However, scientists discovered that R12 was an ozone depleting substance and removed it from circulation to prevent further damage to the ozone layer. However, this is important for auto recyclers as facilities may still be processing cars manufactured prior to 1994.

The newer forms of refrigerants, R134a and R1234yf, are not ozone depleting substances, but they are both greenhouse gases. Greenhouse gases absorb and trap heat in the atmosphere, ultimately raising the Earth's temperature. While we have made a step in the right direction through discontinuing R12, R134a and R1234yf are still harmful to the environment by contributing to rising temperatures. This is why refrigerants are subject to environmental regulations.

How are refrigerants regulated?

The United States Environmental Protection Agency (USEPA) regulates refrigerants through the Clean Air Act (CAA). The CAA was passed in 1963 to regulate emissions of air pollutants in order to protect human health and the environment. While the CAA addresses a variety of pollutants, refrigerants are regulated specifically by Sections 608 and 609 of the CAA. Section 608 is the regulation that outlaws release of refrigerants to the atmosphere while Section 609 specifically addresses Motor Vehicle Air Conditioning (MVAC). This means auto recycling facilities are subject to regulation under both Sections 608 and 609 of the CAA.

What should I do to maintain compliance?

There are three main elements to consider in regard to refrigerant compliance: training, recordkeeping, and equipment.

1. **Training:** Employees removing refrigerants from vehicles must be trained through an USEPA approved program. These programs cover the proper techniques

to recover and recycle refrigerants. This is imperative in order to prevent releases to the atmosphere that could occur during refrigerant evacuation. Only properly certified technicians are permitted to remove refrigerants due to the negative consequences of improper evacuation. The USEPA's website lists a variety of different training programs, but we often see clients certified through Mobile Air Conditioning Society (MACS). Interested parties can take the training course and the required examination online at the MACS website. We recommend having at least one employee and one manager trained to ensure multiple people per facility are available to perform refrigerant evacuation.

2. **Recordkeeping:** Facilities need to keep current, accurate, and detailed records. First, facilities should maintain a refrigerant recovery record. This record needs to include the technician evacuating the refrigerants and the date the refrigerants were removed along with the make, model, year, and VIN number of the car. Facilities need to also maintain refrigerant disposal records. In addition, we recommend that facilities maintain a record of vehicles obtained without refrigerants. This record should include the date the vehicle was processed along with the make, model, year, and VIN number of the car. All records should be maintained on-site for at least three years. These records ensure that, if asked, you can produce documentation to support your processes and compliance with applicable regulations.
3. **Equipment:** All equipment utilized in the refrigerant evacuation process should be approved by the USEPA. This ensures that the equipment used is compliant with the CAA and properly prevents refrigerant releases to the atmosphere. The USEPA's website has a list of Section 609 certified equipment. We recommend checking it out to ensure your facility has proper equipment.

We hope this article provides some insight into the world of refrigerants and helps you understand the basics. If you have any questions about refrigerants or any other topic, give us a call at (812) 822-0400!

Got compliance?

In Memoriam

Fern (Sallee) Collins

September 09, 1932 - January 09, 2021

Fern (Sallee) Collins, 88, of Du Quoin, passed away on January 9, 2021 at her home following a long battle with Alzheimer's.

Fern was the wife of Clem Collins. She was the loving mother to Mark Collins (deceased), Beth Collins of Du Quoin, IL and Brian (Elisabeth) Collins of Tamaroa, IL. She absolutely loved her granddaughters - Kelsey Kay Cronin (Ross) of Dallas, TX and Grace and Sallee Collins of Tamaroa, IL.

Fern was born September 9, 1932 in the community of Bays, KY on Hunting Creek in Breathitt County, KY to loving Christian parents - the late Claude and Ellis (Turner) Sallee. The family later moved to Rousseau, KY, where she met the love of her life, her husband of over sixty-eight years, Clem Collins. Fern attended Breathitt County High School and graduated in 1950. She attended Lees Junior College for two years. Fern became a school teacher in Evanston, KY for two years. Clem was working at the mines in Evanston. They eloped and were married on October 4, 1952. She dearly love her students and has stayed in contact with many of them until her death. They moved to Dayton, OH, where she taught for one year. Clem was transferred to Fidelity Mine #11 in 1956 and they moved to Du Quoin, IL. There she became a proud homemaker and mother. She served as a reading aide at R.A. Wheatley School in Du Quoin for a few years. She was a faithful servant to the Lord, having been active at the First Baptist Church in Du Quoin. She taught Sunday School for over sixty-five years of her life. She read her Bible everyday until her illness prevented her from doing so. Her passion was caring for her family. She prided herself on the responsibilities that came with being a wife, mother, and Grammy. She loved to cook and clean for her family. Her baking and cooking skills were well known to family and friends. She cooked countless meals for people in time of need. Hobbies she enjoyed were reading and spending time with her grandkids. She was a huge Kentucky Wildcat fan and watched every game she could.

Fern was preceded in death by her parents - Claude Sallee, Sr. and Ellis (Turner) Sallee, son - Mark Collins, brother - Claude Sallee, Jr., in-laws - William (Chick) Collins and Willa Collins, sister-in-law - Lucille Sallee, brother-in-law - Arnold (Byrd) Marshall and all of her brothers and sisters-in-law on the Collins side of the family.

She is survived by her husband, daughter, son, daughter-in-law, and granddaughters. Also surviving are her sisters - Bet Marshall, Donna (Dale) Collins, her brothers - Samuel Jesse (Evelyn) Sallee and Bobby (Betty) Sallee and countless nieces and nephews.

A special thank you to her compassionate caregivers: Barb Davis, Dawne Malinski, Angie Luke, Terri Arnold, Melissa Grissom, Debbie Harsy, Tina Jones, and CC Billings.

Family services were held on Saturday, January 16, 2021 at the Breathitt Funeral Home, 409 KY-15, Jackson, KY with Rev. Charles Smith officiating.

Memorial contributions are suggested to Sallee Minnix Cemetery Association, 434 Lynnway Drive, Winchester, KY 40391, Hospice of Southern Illinois, 305 S. Illinois St., Belleville, IL 62220, or First Baptist Church, 104 N. Washington St., Du Quoin, IL 62832.

Searby Funeral Home in Du Quoin is in charge of arrangements.

Welcome New ATRI Members

New Direct Member:

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Mapleton, IL 61547
Ph: 309/697-5112
Fax: 309/697-1085
contact: Eric Pisano

email: Troy@robertsonusedautoparts.com
website: www.robertsonUsedAutoParts.com

Clarence "Dan" Riggs November 8, 1956 - November 13, 2020

Clarence Dale (Dan) Riggs, 64 of Herrin, passed away Friday November 13, 2020 at Memorial Hospital in Carbondale.

Dan was the owner and operator of Dan's Used Auto Parts in Carterville for 38 years. He had a great work ethic and enjoyed working, along with his love of family and animals.

Dan was born November 8, 1956 in Herrin, IL to Earl and Juanita (Fries) Riggs.

Dan was united in marriage with Elaine Jeralds on February 14, 1981 in Energy.

Surviving are his wife, Elaine Riggs of Herrin; son and daughter-in-law, Brad and Robin Riggs of Herrin; two grandchildren, Brooklyn and Fisher Riggs of Herrin; two brothers and a sister-in-law, Jim Riggs of Carterville, Shane and Brooke Riggs of Carbondale; sister and brother-in-law, Beverly and Charlie Ellis of Rogersville, MO and several nieces and nephews.

He was preceded in death by his parents and two brothers, Tom Riggs and David Riggs.

In honoring Dan's wishes, he will be cremated. Memorial services will be held at a later date to be announced. Inurnment will be in Herrin City Cemetery in Herrin following services.

To send flowers to the family or plant a tree in memory of Clarence "Dan" Riggs please visit our Tribute Store.

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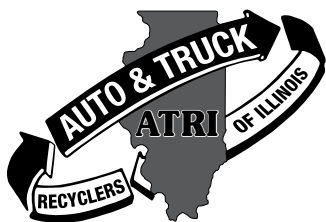
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