



ATRI News



*Let's do it again!! It's Time to
Celebrate!*

The Challenge of



...don't get left behind!

Exhibitor registration inside



July/August 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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Or call 877-880-2874 with questions.



President's Perspective

By Joe Watson, ATRI President

Michelle Lechner is gonna kill me for this, but quite honestly, I don't go to conventions for the program. I do attend the program, because if I can glean a kernel of knowledge from the speakers it is well worth the time and cost of attending, however it's not for the program that I attend, it's the network. I get to put a face to the voice or the name on a screen. I get to see the person that I have had an online/phone relationship with. I get to break bread with friends I have never seen before, and drink with people who I recognize the voice but not the face. I attend for the show, the people watching, the conversation, the relationship enhancing, because quite honestly, the relationship has already been built. It's much easier to get credit from someone who trust you, much easier to give credit to someone you trust. Our online/phone personas only carry us to a certain limited level of friendship, it's the 'in person' interaction that cements the relationship and quite honestly the best place to cement those are at the convention. I like seeing salespeople at the conventions, I like seeing them get along, establishing new friendships and finding new vendors. After coming home from the ATRI convention, my sales team constantly talks about their new contacts, their new vendors and what great relationship they have come away with, kind like when the kids go away to summer camp. I'm so looking forward to seeing my old friends, meeting new friends and gaining a little knowledge at the ATRI and MATR convention in Alton IL, October 29th and 30th.



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Contact RJ McClellan at 877-525-4589



Executive's Viewpoint

By Michelle Lechner, Executive Director

Celebrate!!! That is the word that comes to mind when writing this letter. Seems like our world is getting back to somewhat of a new normal. With that being said, the key word there is new normal. What does it look like from the auto recyclers point of view? Even though you all are essential workers I am sure this has affected you and your employees. Seems like no one wants to work these days. I see so many signs saying now hiring, please apply or "sorry closed, due to no help". Is that the same for you? I hope you were able to keep your employee's. As the convention committee is putting together the program for the fall convention and trade show, we are discussing so many possible programs. Sales seems to be any issue all the time, before COVID vs after COVID. If there is a particular subject you think would be worth coming to hear about, please let me know.

ATRI has been working behind the scenes on several legislative fronts. You will read about those in this newsletter and it is definitely worth the read. I can't thank you enough for your participation in completing the witness slips when asked to do so. I know you all are really busy, but let me tell you, those witness slips go a long way when we are a proponent or opposing a bill. With this last year the legislative arena has been mostly not in session. Most of the time

they have been working from the convention center here in Springfield, so not the set up they are used to. We have managed to get some things done with so much more to do. If you ever have questions about how to complete the witness slips or you need an understanding of the HB or SB in question, please don't hesitate to call the ATRI office.

Let's go back to the word celebrate. That is exactly what the Illinois and Missouri Associations are planning to do Oct 29/30 back in Alton, IL. We are planning a big celebration because it's time to get out and socialize, learn and visit with old friends and make new ones. We need you to come and celebrate with us in Alton, IL. For all of my Chicago yards you can actually hop on the train and it will deliver you to the Alton train stop which is a stone throws away from the hotel. Saturday night will feature live entertainment from the Deja Voodoo Band who plays all 70s and 80s music. If you go to the ATRI Website www.illinoisautorecyclers.com you will see a picture of them, which you can click on it, and it will take you to their website where you can actually hear them and see for yourself. I guarantee you will have a good time. Also, we are going to have a give-away on Saturday night that you will need to be present for so please plan to stay both Friday and definitely Saturday night. We are planning on a stellar lineup so watch your mail for more info. It's a win win weekend where you can get great education, good camaraderie and all for a low price. It time to come together once again like we used to.

Keep Recycling,

Michelle Lechner
Executive Director

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Illinois along with Missouri are hosting
2021 IL/MO Automotive Recyclers Association's Convention & Trade Show
October 29 & 30, 2021 in Alton, IL

Exclusive Trade Show Hours

All event's will be held at the Best Western Premier, Alton, IL.

Gold, Bronze and **Silver** sponsorships available to promote your business and support the Illinois and Missouri Associations. *Silent auction item at each Exhibitors table.*

Trade Show and Education Sessions will be held at the Best Western Premier, Alton, IL.

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Seminars & Events include:

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- **Exclusive Trade Show Hours**
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Saturday, 11AM to 2PM
- **Catalytic Buyers: Bid on a Box of "Cats"**
During the Live Auction
- **Electric and Hybrid Cars; What you need to know!**
- **Mike Kunkle with "Maintaining a Positive Culture and How it Impacts Hiring"**
- **A look at Catalytic Convertors issues with Legends Smelting & Recycling**
- **Car-part.com: "eBay Sales, What's NEW?"**
- **Life after COVID, Round Table**
- **Give-a-way on Saturday night.**
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Exhibitor Registration

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What is a Phase I ESA and Why Should Auto Recyclers Care?

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

It's almost summer! We hope you all are doing well and able to get out and enjoy the warm weather. While we mostly cover compliance topics in these articles, we thought we would switch it up and talk about real estate today. Recently, we have been getting a lot of questions from recyclers about Phase I Environmental Site Assessments (ESAs). Therefore, we thought we would give a brief overview of the process to help anyone out who may be looking at buying or selling property this summer.

So, what is a Phase I? A Phase I is a report that is prepared by a qualified environmental professional regarding a particular piece of real estate. Phase I ESAs are prepared in accordance with the American Society for Testing and Materials (ASTM) Standard entitled Standard Practice for ESAs. The goal of a Phase I is to identify, based on site walks, neighboring properties, records reviews, interviews, prior land usage, public agency file searches, historical aerial photography, maps, and chains-of-title, any potential or existing adverse environmental conditions on a specific parcel or parcels of land. A Phase I ESA is a paper chase and does not typically involve any type of sampling.

The Comprehensive Environmental Response, Compensation and Liability Act (CERCLA) of 1980 changed the way that courts view ownership of environmentally impaired real estate. Based on the way courts interpreted CERCLA, a buyer, lessor, or lender could be held responsible for remediation of contaminated real estate even if a prior owner caused the problem. This was a dramatic regulatory change

that necessitated studies on commercial and industrial real estate to protect prospective purchasers. The U.S. government realized the importance of assessing commercial property prior to real estate transactions and passed the Superfund Cleanup Acceleration Act of 1998.

The Superfund Cleanup Acceleration Act serves to lessen the potential liability for purchasers of real estate if the purchaser conducts appropriate inquiries, a Phase I ESA, prior to purchasing the real estate. Based on CERCLA many facilities that were used for commercial or industrial purposes in the past were being abandoned and not redeveloped due to the fear of liability associated with purchasing such a site. The 1998 legislation was developed in hopes that many existing abandoned sites would be remediated and redeveloped. It provided a defense for individuals that are interested in purchasing and redeveloping environmentally impaired real estate. This defense is commonly known as the "Innocent Landowner Defense."

Phase I ESAs are the principal tool for the initial assessment of real estate. ESAs are extremely important to all parties involved in a real estate transaction. A purchaser may commission a Phase I to understand what he is purchasing. A seller may perform a Phase I to protect himself from future liability associated with future land use. A lender may commission a Phase I to decide whether or not to lend money on a particular site. A municipality may perform a Phase I to consider changing zoning on a piece of land. Or, a current owner may conduct a Phase I to better understand the history of his property.

Regardless of the reason for performing a Phase I ESA it is imperative that the Phase I is conducted by a qualified environmental professional according to the ASTM standard. As an automotive recycler a Phase I ESA may be in your future. If you decide to sell your yard the prospective buyer will likely be required to conduct a Phase I, particularly if a lender will be involved. If you would like to expand your business by purchasing a new yard, or add additional real estate, it would be prudent for you to commission a Phase I. You want to know what you are getting and you want the best price. A good Phase I sitting on your shelf is a security blanket and/or an effective negotiation and planning tool.

www.IllinoisAutoRecyclers.com

Auto salvage and scrap yards were not traditionally known as "recyclers". They were traditionally known as "junkyards". Although there is a push to make the industry friendlier to the environment and more "green" there is still a general mentality that salvage yards are problems. Some are. It is important that you understand the Phase I process and what will be evaluated as part of the process. Prepare yourself now by addressing the issues that will be evaluated as part of a Phase I. When it is time to sell you want options. Perhaps you could sell your yard to a residential developer for a larger profit than to another recycler. In order to have these options a Phase I may be involved. If you are properly prepared a Phase I is a tool you can use to buy or sell right.

We hope this gives you a good overview of the Phase I process and explains the basics. As always, if you have any questions or concerns, please do not hesitate to contact VET at (812) 822-0400.

Got compliance?

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NEW “QC Counts” Seminar Debuts at URG 2021 Boost Your Core and Catalytic Converter Profitability

By Paul D'Adamo

What does Quality Control have to do with Cores and Catalytic Converters?

QC has everything to do with Cores and Catalytic Converters as these are substantial revenue streams. Our #1 priority of this Seminar is to change the way you think of these products. Without a change in your thinking and decision-making, you will never achieve higher yields. Chasing the highest dollar cores is a moot point if the product is incorrect or damaged in the identification/pulling/packing phases. Watching the precious metals market price can also be an exercise in futility if you lose 10% of your product through sloppy removal and handling practices.

Shrinkage and Profitability

Shrinkage is defined as “loss of inventory.” Keeping the shrinkage rate low is critical to success in business. It’s the difference between what you get and what you expected. This impacts your bottom line since Auto Recyclers assign a value to their Cores and Catalytic Converters and may not achieve the total value due to quality issues filling the box. Shrinkage means you get less for your product. Learn how to MAXIMIZE your loads and therefore MAXIMIZE Profitability.

Core Companies Should Be Your #1 Customer

How many recyclers are over-stocked? When was the last time you checked your QOH and DOH? Let us help you make room for new inventory and clear out dead stock. Use the buying stats in your YMS to determine what parts can be cored at dismantling? Turn Cash and Turn Inventory utilizing one of your greatest resources: a dismantler with the tools and knowledge to pull parts at the optimal level.

6 Common Issues Related to Core Part Quality

Learn some basic training for your employees to ensure that they are not the cause of your lost revenue. Do you have a process? We will help you detail a process for your employees to follow and you to manage.

What Are The Most Expensive Words In Business?

This has become the most common question I ask in my seminars. Why? I have always referred to our business model as “organized chaos.” I have found that the key to success is where you are on the 1 – 10 scale of organization? Back in the 1970s, organization wasn’t as crucial as having inventory. Today, identifying, price, and delivering a quality product on time and as-described is paramount! We must continually seek to improve the way we do things, or we will not provide the products and services necessary to be successful.

Automobiles are one of the most recyclable products on the planet. Our role in the Automotive Supply Chain gives us an incredible opportunity to monetize many products. Which products and how well we harvest them will make or break us. The cost of goods on end-of-life vehicles has never been higher. Let’s work together to increase revenue.

See You in Dallas at the URG Training Conference August 5-7 – The Challenge of Change!

Questions on QC Counts? Contact Paul the “Recall Guy” at pdadamo@coresupply.com or 401-458-9080

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**



Discover the Benefits of Being an ATRI Member!

Illinois Green Car Program (Illinois Certified Automotive Recyclers)

Illinois Green Car recognizes and certifies that the member meets certain criteria in terms of environmental impact, safety, licensing and other regulatory standards as well as general business practices. This program is endorsed by the Illinois EPA and is cost effective. For just \$50 a year you can become CAR certified through the National Association. ATRI has an established a working relationship with Illinois EPA so if you have questions for them but don't want to call, ATRI will be glad to make the call and provide you the answers.

ATRI Retains a Lobbyist Firm Full Time who oversees legislative issues pertaining to Illinois auto recyclers. ATRI engages in lobbying efforts and has established relationships with government agencies including the Secretary of State of Illinois.

Education and Training Opportunities.

- ATRI provides training throughout the year. Additionally, ATRI provides educational programs, social events, yard tours, and networking with fellow recyclers.
- Opportunities to network, share and learn from other recyclers. See what works and what does not.

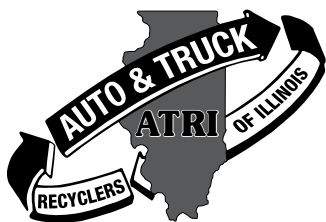
Annual Convention & Trade Show. ATRI brings to you the latest and greatest this industry has to offer on a yearly basis. It is a time for education and camaraderie with fellow recyclers from all over the united states. This event is known for its reputation as a well-attended event for auto recyclers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

ATRI Newsletter is published 6 times a year. The newsletter is currently mailed to all recyclers in Illinois. The newsletter includes industry news, a complete listing of the membership, updates on legislative and environmental issues and lots of other interesting information I am sure you will find useful in your day-to-day business operations.

Website and staff accessibility, www.illinoisautorecyclers.com

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

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



Auto & Truck Recyclers of Illinois

2021 Dues Investment Invoice One Form Per Yard

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/yr + \$99/Month*
- ☐ 5-9 Employees \$375/yr + \$99/Month*
- ☐ 10 + Employees \$500/yr + \$99/Month*
- ☐ Associate Member \$250

Enter selected Membership Fee on the right

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

As of August 1st 2019, ATRI has made it mandatory for all
REGULAR MEMBERS to pay an additional fee towards the
Industry Advancement Fund.

This fee will accompany your once per year dues.

**The Industry Advancement Fund is \$1188 for the year and
may be paid all at once or \$99 per month.*

**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

email to illautorecyclers@aol.com

www.illinoisautorecyclers.com

Membership & Fund Dues

Yearly Membership Fee:

Membership
Investment Remitted \$ _____

Industry Advancement Fund: (MANDATORY FOR REGULAR MEMBERS ONLY)

Payment Options:

- ☐ Yearly Fee of \$1188 \$ _____
- OR
- ☐ Monthly Fee of \$99*
*Please continue to charge
the credit card below*
1st Month Fee of \$99 \$ _____

Name on Credit Card _____

Credit Card Address is different than ABOVE

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.*



**PINNACLE
USERS!**

Now with the help of Hotlines Inc.

**We can now upload
images to an
individual part**

Inventory Buddy

Inventory Buddy Shortens Your Time for Inventory Entry!

- ▶ **Paperless Inventory System** with virtually no typing required. Inventory in the Palm of your Hand. The software works on a Windows GO or Surface tablet (you purchase separately).
- ▶ **NEW! Loose Parts Pictures & Parts Auditing** – Manage your existing inventory by Location, Tag or Stock Number. Take pictures of your Existing Inventory and attach to the part or stock number (Powerlink).
- ▶ **NEW!** Inventory Buddy now checks RAS for Recalled Parts Automatically. Also available is the NSVRP Recall system for all recalls.
- ▶ **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.
- ▶ **Integrated Data Sharing** from Bid Buddy to Inventory Buddy – Your buying decisions, good parts selection, pricing and auction images transfer to Inventory Buddy when a purchased VIN is loaded on the inventory tablet.
- ▶ **Third Party Companies Integrated in Inventory Buddy**
 - **IAA Data Service** – Helps identify and select interchange (requires a IAA user and password)
 - **RAS Cores** – Manage and sell cores within the worksheet on the tablet and the Final DesktopReview (requires a user and password)
 - **URG Cores** – 60 day free trial for non URG Members. Have access to all the core companies nationwide. Included in your URG benefits.
 - **Comp Nine Total VIN Decoder** – Actual manufacturer build sheets on domestic VINs. Use as a reference tool to select interchange (Subscription additional).



Inventory Buddy \$1,500 Annually

Hollander reseller monthly payment plan available. Monthly for \$137.50 when contracted through Hollander or Powerlink.

Bid Buddy

- ▶ **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.
- ▶ **NEW! Auction images are integrated** in Bid Buddy in the Bid Screen. Just hover over a part type and the images appear for quicker and easier damage selection.
- ▶ **Evaluates auction website inventory** in seconds. Lists the vehicles by the highest degree of need so they will turn faster and avoid the duds.

Bid Buddy \$1,800 Annually

Hollander reseller monthly payment plan available. Monthly for \$165 when contracted through Hollander or Powerlink.

All inclusive Support, Installation, Training, IC Updates and Software Upgrades

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ATRI News

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CrashLink™ with Inventory



CrashLink with Inventory is web based and requires no local software



CrashLink's Simple Interchange Resolution Process lets you answer interchange questions and sell parts on Car-Part.com the next day



Tap into the \$250 million/year CPI+ opportunity in the Car-Part.com marketplace



Enhanced Interchange for 76 parts for ALL major vehicle makes and models



CPI+ parts include running boards, steering wheels, trim panels, rocker mouldings, air shutters, tires, and trailer hitches



CPI+ Interchange for 112 parts for Mazda and Mitsubishi



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For more info, contact your friendly Car-Part salesperson:

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