



ATRI News

*September/
October 2021*



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

The Challenge of

C H A N G E

...don't get left behind!

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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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Auto & Truck Recyclers of IL Membership

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

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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

As I write this in Mid-August, we are seeing a surge in the Delta Variant of the Corona Virus and there are concerns that Illinois will be locked down for the rest of the year, but quite honestly, we are all essential workers, have been working during the entire pandemic and nothing has stopped us from what we want or need to do.

I have been to one conference so far this year, and as much as I say I don't LEARN at conferences, I have once again been proven wrong. Conferences are an awesome tool for learning, networking, seeing old friends and making new ones. The ATRI conference will be geared towards owners, managers as well as our sales teams. At this year's event we have something for everyone followed by a night of dinner, great music and a time to reunite. We aren't only inviting IL and MO members, but we are extending our invite to all who would like to attend. As we prepared our program, we kept that in mind. All of the sessions are geared toward all auto recyclers not just IL and MO. The attendee registration is in this newsletter so please take a look, fill it out and join us!

I must mention, that this year's convention and trade show will be held during the Halloween weekend at the same venue we were at 2 years ago, Alton, IL. There were quite a few people who wore Halloween costumes in the hotel bar, not saying you need to dress for Halloween, but you can, and I most likely will have an outfit in my suitcase. Maybe a great way to wear a mask if need be.

We are once again teaming up with the Missouri Auto and Truck Recyclers MATR, which makes me think of the Disney/Pixar Cars movies. They are a great group of people and are a great bunch to buy and sell to. Who knows, by inviting ALL who are interested that may expand your con-

tacts and who you do business with? This is my last year as the ATRI President and am passing the post to Frank Mistretta from Aero Auto Parts and New Cats Auto Parts, so please come and send me on a fond farewell, even though I am not leaving the industry and will remain and ATRI Board Member as immediate past President. I look forward to seeing all of you in October at the show.

Joseph Watson, ATRI President

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Executive's Viewpoint

By Michelle Lechner, Executive Director

Are you finding it difficult to keep employee's these days? Are you wanting to learn more about hybrid and electric cars? Do you want to hear from Car-part.com? Maybe you want to attend a roundtable about before and after COVID? Most of you have heard of Mike Kunkle, Profit Team Consulting, he is a wealth of information and he will be presenting this year too. Catalytic Convertors, lots new there to hear about. If you are an Illinois Green Car Member, Sara will be presenting awards and also exhibiting. She can answer all your questions about environmental issues that you may have. All this and more, is what you can expect at the IL/MO Convention & Trade Show Oct 29/30. This event will be a success if the ATRI and MATR members attend. Not only are you getting lots of good education, but you are supporting your state association in the best way possible. By inviting surrounding states could mean you meet new people to do business with. Lastly, everyone who registers for this event will automatically be eligible to win one of **five prizes on Saturday night, (Weber Grill/meat package, Yeti Cooler/booze, or 1 of 3 \$25 gift certificate), winners must be present to win.** Saturday night when we have our drawing there will also be a dinner and entertainment. Great 70s and 80s music provided by Deja Voodoo Band. Go to www.illinoisautorecyclers.com to hear for yourself. Simply click on a picture of the band and it will take you to their sight which has a clip you can listen to. This is all for you, an opportunity to learn, and ending with dinner and entertainment for your listening pleasure, a social event that is well overdo. This event has a good reputation for being a successful one and we hope to see you all there. Check out the registration in this newsletter and get registered today!

It has been brought to our attention that badged officers are out there performing audits to those of you who have a used

car dealers license. While they are there, they could quite possibly conduct an audit of your recyclers license. Once they are done with the used car dealers license, they will be out doing audits on all auto recycling license. We want to make sure you are crossing your T's and dotting your I's to be on the safe side, and you might want to do a self-audit too. We will update you with any information we learn on this. Legislatively we are continuing to clean up some of the Illinois Vehicle Code. The bills that were passed during the legislative session this year will all be law by the time you read this letter. If you want more information on this, call the ATRI office.

Two icons in this industry have retired and now the 3rd generation is stepping in, John Catalano and Tony Catalano have retired leaving their legacy to Anthony and John Jr. Catalano. We have had the pleasure of having them as members of ATRI since the beginning of the Association. John has been and ATRI president, board member and legislative liaison and both Tony and John were instrumental in the mercury switch removal program. Tony was the buyer and involved with the auctions. Both have been very supportive to ATRI and we thank them for that. There is a good read in this newsletter about them.

I hope you have enjoyed your summer, even though we are still dealing with the pandemic. I hear from most of you that it has been a prosperous year for auto recyclers so far. I hope I see record breaking numbers at the IL/MO Convention & Trade Show. See you soon!

Keep Recycling,
Michelle Lechner
Executive Director

Happy Retirement to John, Tony and Jerry Catalano

Bionic Auto Parts was founded in 1977 by Frank, John, Tony and Jerry Catalano. Located in Chicago, IL, they started with 3 acres, a trailer and, basically a few junk cars. With much hard work and sweat equity, they have become one of the most respected and top auto recyclers in the nation. Now, with the retirement of Jerry, John & Tony, the 3rd generation of Anthony Catalano & John Jr Catalano, will keep the family owned and operated business of 44 years, going strong.



L-R around the table is Jerry, Anthony, John Jr, Tony, John Catalano

Over the years the business saw many changes and evolved from mainly retail in the mid-80s then changing to a business to business model which sells quality recycled parts to repair centers and insurance companies. Over the nearly 45-years in business they expanded to 15 acres with 70,000 sq ft of warehouse processing hundreds of vehicles a month.

John and Tony have served the industry by participating in ARA events and serving on several boards and committees such as ATRI, URG and PRP. True pioneers of the auto recycling industry, both of them played a big part in the mercury switch removal program. They believed to succeed you should treat people as they wanted to be treated, never make the same mistake twice, believe in yourself, and work hard to be fair. They would advise to take a gamble that if the opportunity will make money and pay off, then do it. John and Tony say don't put your eggs all in one basket, pay your bills on time,

run a clean and friendly operation by following all the laws and rules as they should be and never cut corners. John and Tony believe the most important keys to success were being honest with their customers, delivering on promises

made, and treating their employees like family. They both strived in making sure every employee knew they were important.

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The Challenge of



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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

Seminars & Events include:

Friday Oct 29

3:00PM **Busch Brewery Tour \$10/person**

4:00PM Registration Opens -
Best Western Premier, Alton, IL

5:00 - 10:00PM **Exhibitor Appreciation Night!**

Trade Show opens at 5:00
Enjoy Cocktail/Silent/Live auction/Reception
Donated Catalytic Converters to be included in the
Live Auction.

Saturday, October 30

Lewis & Clark Conference Room—1st floor

9:00AM - 10:00AM **eBay Sales, What's New?**
with Theresa Car-part.com

10:00AM - 11:00AM **"Maintaining a Positive Culture
and How it Impacts Hiring"** with Mike Kunkle

11:00AM - 2:00PM **Trade Show Opens**
Noon **Lunch** with Exhibitors

Lewis & Clark Conference Room—1st floor

2:00PM - 3:00PM **"Life after Covid"** Round Table Discussion -

Suite 414 - 4th Floor

2:00PM - 3:00PM **A Look at Catalytic Converter Issues**

Break refreshments located at the Registration desk

Lewis & Clark Conference Room—1st floor

3:15PM - 4:15PM **MATR Board/Membership Meeting**

Suite 414 - 4th Floor

3:15PM - 4:15PM **IL Green Car Awards, VET Environment**

Trade Show Floor

4:30PM - 5:30PM **Electric and Hybrid Cars -
What you need to know?**

6:00PM **CELEBRATION & Door Prize Drawings!!!!**
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CUT OFF DATE is September 29, 2021

Help with Live Auction

Please consider donating a service or item for the Friday night Live auction. This item can be a product or service from your company, or any item that you think would get the bidding going in our live auction.
Your donation and support is much appreciated!

Contact information:

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Attendee Registration

Registration fee is \$110 per person or \$90 per person if three or more and \$80 per person if five or more register from the same facility.
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Thank you & See You at the Show!

Calling All Recyclers and Suppliers to this Industry!!!

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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!!!!

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Nitrogen, Nitrates, and Nitrites, Oh My!

By VET Environmental Engineering, LLC

Sara R. Hamidovic, MS, PE, CHMM – President/CEO

Elizabeth Grubb, MS, MPA – Senior Project Manager

We are getting close to cooler months! Hopefully you all are surviving the heat and gearing up for some colder weather. I know here in Bloomington, Indiana we are! Today, we wanted to discuss nitrogen, nitrates, and nitrites as it relates to storm water quality. We often get asked about storm water analytical results and why certain pollutants, such as nitrogen, are monitored. So, we wanted to go over the basics and provide some context as to why this pollutant is monitored and the potential effects the pollutant has on the environment.

The National Pollutant Discharge Elimination System (NPDES) permit program is authorized by the Clean Water Act to regulate point sources that discharge pollutants to waters of the United States. Industrial facilities that discharge via a point source, a discrete discharge such as a pipe or ditch, are subject to NPDES requirements and require a permit. The General NPDES Permit for Storm Water Discharges from Industrial Activities, as administered by state agencies, on authorization from the United States Environmental Protection Agency (USEPA), is one mechanism that serves to reduce the presence of debris, chemicals, and nutrients in storm water discharge. The NPDES permit program was introduced in 1972 and is responsible for substantial water quality improvements throughout the United States.

Nutrients are not typically regarded as having detrimental effects. However, nutrients such as nitrogen and phosphorus, if present in large quantities, can cause nutrient toxicity. Pure nitrogen gas is found everywhere and is the main component of the air you are breathing right now. It is colorless, odorless, and elemental nitrogen is one of the most common of all the chemical elements. Nitrogen combines with other elements to make compounds such as ammonia, nitrates, nitrites, and nitrous oxide, also known as “laughing gas.” Nitrogen compounds are found in solid, liquid, and gaseous forms. Because elemental nitrogen is so common, it is found

in everything from medicines to fertilizers, cleaning supplies to pollution, and even in food to poisons.

Dietary consumption of naturally occurring nitrogen compounds, such as nitrates and nitrites, in small amounts, is necessary for a healthy diet. Many of the healthy foods you eat, such as cauliflower, spinach, broccoli, beets, and other root vegetables, contain a higher level of nitrates than other foods. Exposure to high levels of nitrates and nitrites, primarily through contact with contaminated drinking water or soil, can be unhealthy and even toxic. Drinking water wells near farmland can exhibit high concentrations of nitrogen compounds from the use of nitrogen-containing fertilizers.

Prolonged exposure to elevated nitrate and/or nitrite concentrations can result in a serious health condition called methemoglobinemia. High levels of nitrates or nitrites in the body can alter the oxygen-carrying component of blood called hemoglobin, causing less oxygen to be carried from the lungs to other vital bodily tissues. Methemoglobinemia is characterized by a blue-ish skin color, especially in the limbs, weakness, and rapid heart rate. Extreme and very rare cases of elevated nitrate or nitrite exposure have led to loss of consciousness, coma, and even death.

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Occasionally, if babies under six months are exposed to high levels of nitrates in drinking water, they can develop "blue baby syndrome" also caused by methemoglobinemia. Because infants' digestive systems contain different bacteria than adults, they are more prone to developing this disease. Most cases occur when infants younger than four months ingest formula that has been diluted with contaminated well water, particularly from rural domestic drinking water wells. The USEPA set enforceable standards, called maximum contaminant levels (MCLs), for nitrates in public drinking water specifically to protect babies from exposure to those levels that cause blue baby syndrome.

We hope this article was informative and provided some background on nitrogen, nitrates, and nitrites. As always, if you have any questions or want additional information, please do not hesitate to contact VET at (812) 822-0400.

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Is Your Business EV Ready?

By Andy Latham, Salvage Wire

Over the next 10 years the mix of vehicles our customers, visitors and staff operate will change dramatically as more electric vehicles are produced, sold and used - this will need a massive culture shift for many businesses as they adapt to the new normal.

Are You Ready for this change, are you thinking about this, preparing for the opportunities these vehicles bring, or is this something that you view as a distraction to avoid until it is too late? Read on as we open up some options to get you thinking ahead.

Train all your staff, make them aware of these vehicles and add specialist training for technical roles, along with all the required tools and personal protective equipment; build processes and best management practices - this all shows your staff that you are thinking about their continual professional development, their safety, retains good staff and increases opportunities to attract staff.

Start purchasing hybrid and electric vehicles for your inventory, dismantle them, learn about them, sell the parts and replenish your inventory.

Parts sold will be very different and could require alternative handling and storage processes, especially manual handling due to the weight of some components; specialist delivery may be required along with extra training and certifications for staff who are assessing, dismantling, storing, and shipping vehicles and parts.

Set aside an area of your car park and fit a couple of charge points that are available for customers, visitors and staff - choose an area where it will be very easy to add more charge points in the future - Staff, visitors and customers will be looking for charge points whilst they are with you, especially those who are unable to access a home charger because they do not have off-street parking, or live in an apartment -

and this could be a significant incentive for your business - as I said, a complete mind-shift for some businesses.

Purchase an EV yourself, it could be a car, or a delivery van for local operations - use it to promote your business.

Use all of the above to build your reputation as a business that is forward thinking, preparing for the future, environmentally friendly, and steal a march on your competition!

These changes could be coming along much quicker than many expect, yes it is true that some countries have set dates to ban the sale of brand new internal combustion engine vehicles, but more will happen before that to influence car buying decisions including local restrictions, taxation, incentives and the vehicle owners environmental conscience.

Local restrictions could be a zero emission zone in your local city centre, preventing vehicle use unless they are electric; governments will tax internal combustion engine vehicles much more using fuel tax and road charging and more incentives will be put in place to encourage the use of zero emission vehicles.

The other factor to consider is the ever increasing moves to remove pollutants from internal combustion vehicles - some in the industry suggest that the introduction of Euro7 emission regulations in a few years time will add so much cost to vehicles that 'conventional' vehicles become more costly to purchase than electric vehicles - we get to that tipping point where it is cheaper to buy electric vehicles.

Are you ready to shift towards this new normal, do you see this as an opportunity to grow your knowledge, your influence and your business? Contact Salvage Wire or EINTAC for full details of high voltage training, tools and PPE, and let us get you onto that first step towards your future.

www.salvagewire.com. www.eintac.com

Andy Latham Bio

From shop floor apprenticeship to After Sales Manager in retail motor industry, joined Aviva as Claims Engineer, now specialist in Electric and Hybrid Vehicles as well as Motor Salvage and Automotive Recycling.

Registered as Incorporated Engineer (IEng) with the Engineering Council UK, Advanced Automotive Engineer (AAE) and Fellow of the Institute of the Motor Industry (FIMI), Member of the Society of Operation Engineers (MSOE) and Member of the Institute of Road Transport Engineers (MIRTE).

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Contact RJ McClellan at 877-525-4589

Welcome New ATRI Members

New Associate Member:

Cat Factory, LLC

4041 W. Albany St., Unit 1

McHenry, IL 60050

ph: 815/482-9692

email: catfactorymchenry@gmail.com

website: www.catfactoryllc.com

contact: Chris Richardson

Who is Your Marie Kondo of Cores?

Organization and Process are the keys to an Effective Core Program

By Paul D'Adamo

Introducing Marie Kondo

Have you heard of Marie Kondo, founder of konmari.com? Take some time this month and google search personal organizing. I think you will be impressed at the empire she has built, helping regular folks organize their lives. Why? When we organize, life becomes simple since we are not bogged down in clutter. We don't waste time looking for things. We can make decisions more effectively, and we have a clearer vision of what we need and what is truly important.

Can you see a parallel between our personal lives to our business organization? Who is the organizer in your business? Who is the OCD type person looking at your overstock and underperforming inventory? Who looks at your QOH (quantity on hand) and DOH (days on hand) for vehicle stock and loose parts inventory? You could be sitting on parts that you should core out and not affect your "In Stock" selling stats.

At my former business, Bill's Auto Parts, we always got high marks on being neat, tidy, and organized. That translated to PROFITABILITY. We continually tweaked every aspect of our organization, and when we finished, we went back and re-tweaked. I never, ever, ever wanted to hear those fateful words, "We Have Always Done It This Way."

Embrace a "Neat and Tidy" Mentality

Have you moved lately? Whether it is your home or business, moving can either be something to dread or an opportunity to thrive. Moving forces you to recognize your ability to remove the emotional pull (whether a family portrait or an a/c converter sitting on the shelf for the last ten years) and make decisions based on data. We need to move past the emotional aspects and focus on creating a "Neat and Tidy" business operation.

Commit to Turn Over Core Inventory on a Regular Basis

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 in the dismantling bay.

Cores, Catalytic Converters, and other commodity products are subject to price and demand fluctuations. Fruit that stays on the vine too long goes bad, and then it smells. Let's clean up our overstock and non-performing inventory and turn it into CASH FLOW to buy more inventory.

The Name of the Game is Turning Inventory

"Turning Inventory" is how money is made in 2021. Back in the 1930s, time didn't make that much difference. Cost of Goods and overall expenses were significantly lower. Selling a part from a vehicle sitting on the lot for ten years was something to celebrate. Celebrate?? Oh my goodness, I would have a heart attack. Most of us are looking to break even in 90 days. I repeat, we make money on the turn, not an endurance contest on how long we can keep the product.

Bottom Line

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 organize and 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.

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

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