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March/April 2015

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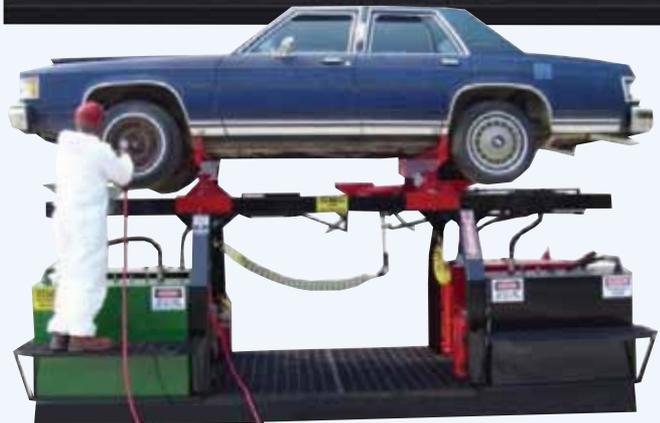
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Articles may be edited for length and format.

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President's Perspective

By John Catalano, Jr., ATRI President

We have a lot of exciting things coming through the ATRI pipe-line. Keep your eyes out for the new re-designed website. It will be loaded with a lot of exciting features and helpful information. There will also be some bonus features for IL Green Car Members as well. I think everyone will really like these features when all is said and done. I am hopeful this will attract some new members to the association, as well as promoting growth of the IL Green Car Program, and ATRI as a whole.



We will be having a great spring meeting in April with Rob Rainwater. He was one of our speakers at the convention in Peoria last September, so if you missed him then you will not want to miss the opportunity again. Rob covers training for managers, owners and sales people. You should bring your staff, or send as many people as you can.

Joey Watson from ABC Auto Parts in Riverdale, IL, and I, will be working on a great presentation of the past and future perception of the modern day auto recycler. We will be posting this on our website for those who don't really understand what we do, or about our industry.

I want to thank Andy Zalon from C & J Auto Parts, Chicago, for his years of being a dedicated volunteer as the ATRI Treasurer. Andy has chosen to remain on the board but will be stepping down as treasure at the end of the year, or as soon as we name his replacement from within the board. He has always done a fantastic job, thank you again Andy.

I would like to extend an invitation to people within our industry to get more involved with the state association. We need some new faces, and new ideas to keep building a stronger association for Illinois. If you or anyone you know is interested in joining the board, or getting more involved please contact Michelle or myself. The board of directors only meets 4 times a year, and we always try to include a little fun along with our meeting to make it more appealing. Sometimes it becomes our own round table discussion, which can be very informative. Our membership is growing and we want to continue on that path for the future.

Recently I have been attending a lot of meetings and have learned a few things I would like to pass on to my fellow recyclers. Our industry is changing faster than ever, and our data is very valuable to other people that need it. Take the time to see were your data is being used, and who has access to it. Some of the large data providers in our industry depend on it, and would not be in business without it. Ask questions



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about your data like where is it going, who is seeing it, and what is it being used for? It is also very important to provide clean accurate data to those companies so everyone can be on the same page. Making up your own description codes and comments for your inventory is not helping anyone, and you may be missing sales because of it. We need to follow the ARA Damage Codes & Parts Grading Guidelines. This is the most effective and accurate way to describe parts. Make sure your data is seen throughout the industry on the many, many different part search data provider's software that's out there today.

I would like to bring up a major issue to everyone's attention, the subject of operating a safe and friendly work environment for your employees. Recently within our industry there have been several fires, and several work place deaths. Accidents do happen, but this is a big black eye on the industry as a whole and makes everyone look bad. Everyone will suffer from raised insurance cost, to regulatory organizations constantly stopping in our business to audit us. Have a plan

in place to deal with these situations. As professional auto recyclers we need to make sure we are operating within all state and federal guidelines. There are several things you can do to make sure you are operating at the highest level possible. The first would be to become an IL Green Car Member. I highly recommend having Sarah Hamidovic from V.E.T environmental come out and do a full site inspection. I would also do a visual inspection of your site on your own. Check for proper material handling, mainly flammable liquids. Check out your car lifts and forklifts for wear and tear on safety features. Operate your facility in a clean and organized manor and you will reduce your chances of a major accident greatly. I hope you have enjoyed some of these tips and topics that I have talked about. As always, I wish everyone success and wealth throughout the rest of the year.

John Catalano, Jr. ATRI President
Bionic Auto Parts, Chicago, IL.

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Executive's Viewpoint

By Michelle Lechner, Executive Director

I just got back from an ATRI Board Meeting in Chicago, and while I was there it snowed 20 inches. I am sure so many of you were thrilled about the monster snow fall, and were very busy as a result. The meeting in Chicago was a productive one. There are new ideas and tasks we are beginning to explore. First of all, I would like to tell you about the facelift we are going to give the ATRI website, and it's about time! Car-part.com donates their time hosting our website so we have begun to make some changes, and are working on it as we speak. We need to utilize our social media outlets more, think of it as an extra member benefit. The website will feature pictures of each member's yard from time to time, and it will also indicate if you are an IL Green Car Member. The plan is for the website to be more user-friendly, and a tool to find needed resources. We plan to expand our suppliers listing in much more detail too. We hope to include your logo along with your member listing, and of course a link to your website. We will have some video pieces from our conference, and a consumer video on the benefit of using used parts. Those are just a few of the features we are discussing. Facebook is going to be another way to generate attention. If you post something on the ATRI FB page I will share it. Let's face it, so many are using FB these



days for that very reason. LinkedIn is another form of social media where lots of you are already connected that I see daily. Anyone can generate a discussion and join in anytime, think of it as virtual roundtables. I am encouraging you to use the social media outlets that are there for you and your business, call it piggy back advertising if you will. If anyone has ideas on using the social media arena please share them.

I am looking for representatives of ATRI out there that would agree to be the regional coordinator in your region. There are 10 regions in IL, and think an ATRI yard in all of them. The responsibility of this person would be minimal, but they would be the person that would report to the ATRI office on issues such as unregulated buyers, or to let ATRI know if other laws are not being enforced properly. Maybe someone would like a speaker to come to their meeting, school or place of business to discuss what the auto recycling industry is all about. Basically, a go-to-person in each region is what we are looking for. Let's face it folks, business is not all that great from what I am hearing, so we need to be out there and be seen. Maybe there is a political event going on that we should attend, the regional coordinator could go, or let the ATRI office know about it so we can get someone to attend. I think we should do a press release about the mission of ATRI, getting the word out there about who we are, and more importantly, who you are.

Legislatively, I don't have a lot to report. We are keeping an eye on all bills, old and new that are popping up, but as of now all is silent in IL. Remember, that can change as quickly as I am writing this sentence. IL has a new Governor, so we will see what impact that will have. I am pleased to announce Sydney Roberts as the new Director for the Secretary of State's office. Director Roberts replaced Brad Demuzio, who had an untimely death a few months ago. Director Roberts accompanied Brad who spoke at our convention in Peoria in 2014. We will carry on with our mission as soon as Director Roberts is settled into her new position. We feel confident in working with Director Roberts who has

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been at all of the meetings we have had with the Secretary of State's office over the past couple years.

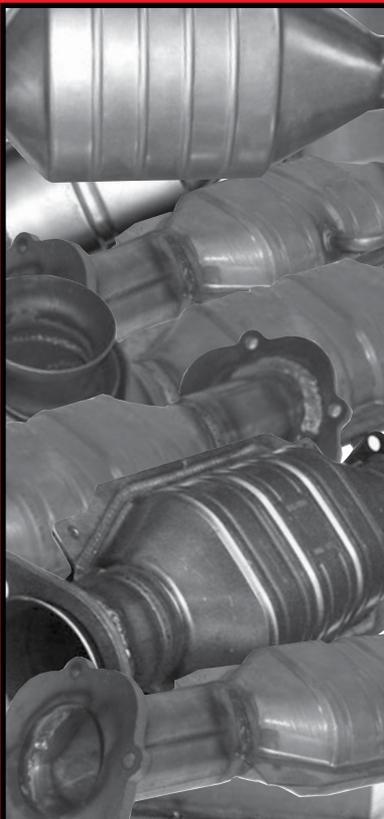
Our IL Green Car program is growing! Thanks to the ATRI Program Manager Sara Hamidovic from VET Environmental. Sara has helped so many of you throughout the state, and I am sure that has brought you great peace of mind, and made your business a better place today because of it. Sara is researching storm water permit requirements for the Chicago area. Becky Jayne from IEPA did provide information about storm water permits as the law states in this newsletter, but we are anxious to see where the perimeters are. We will share this with you once we find out, so stay tuned. Sara's addition as our IL Green Car Manager has been very positive. If you want more information please contact her. Her information is in this newsletter.

Looking ahead to our spring meeting, I want to make sure you see the page in this newsletter promoting Rob Rainwa-

ter April 17 & 18 for two days of training in Bloomington, IL. You can attend by yourself, send your sales staff, or bring your yard. Rob is a wealth of information, and the ATRI Board wants to give you the opportunity to reap the benefits from his training. Get signed up today on our website, or by completing the form in this newsletter and sending it to the ATRI office. You can also email or fax it as well.

Lastly, thank you to those of you who have renewed your dues for 2015! It has been an overwhelming response and it's just the beginning of February. It is important to be a member of your state association. Please renew if you have not yet done so, or come on board as the newest member to the association.

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Michelle Lechner
Executive Director



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Illinois Green CAR: Questions Answered

By: Sara Hamidovic, PE, CHMM
 President, VET Environmental Engineering, LLC

We have received some questions about the Illinois Green Certified Automotive Recycler (CAR) program that I would like to answer in this article. One of the most important things to remember about the IL Green CAR program is that it is for ALL Illinois recyclers that are devoted to doing it right. It is not only for big facilities with shiny fences and new crushers. Do not hesitate to contact me or Michelle Lechner the Executive Director of the Auto and Truck Recyclers of Illinois (ATRI). We do not charge to talk about the program or answer questions. We think we have a fantastic program that will greatly benefit our membership and we are excited to share with more Illinois recyclers!

I got involved with the auto recycling industry in 2010 when

I was hired to provide storm water consulting for a small automotive recycling facility in southeastern Indiana. At that time I was working for Fields Environmental, Inc., my father's environmental consulting company. We became associate members of Indiana's automotive recycling association shortly thereafter, thanks to Michelle. In October of 2013, I decided that I wanted to make industrial compliance and storm water consulting my professional focus and I started VET Environmental Engineering, LLC (VET). Well over 90% of the work my company does today is with the automotive recycling industry.

VET became involved with the Auto and Truck Recyclers of Illinois (ATRI) early in 2014 when I was hired as the Environmental Manager for the Illinois Green CAR program. With approval of the ATRI Board of Directors, I decided to completely rebuild the program. Around the same time, I was contacted about building a certification program for Indiana. In the middle of 2014, we started developing the Indiana Certified Automotive Recyclers Exemplary Standards (INCARES). Both the IL Green CAR program and INCARES are voluntary environmental and safety certification program for auto recyclers. Both programs are recognized by the Automotive Recyclers Association (ARA). ARA, for anyone that is unfamiliar, has its own national certification program referred to as CAR, or Certified Automotive Recycler certification.

Approval from ARA for our IL Green CAR program is a big deal! If ARA approves a state's certification program the recycling facilities certified at the state level are also able to become CAR certified without undergoing a CAR Audit. VET is certified to perform CAR audits for facilities interested, but the important point is that IL Green CAR Medalists are NOT required to also do a CAR Audit. A facility earns an IL Green CAR medal by scoring greater than 75% on the IL Green CAR Audit. The states that sponsor ARA approved certification programs are referred to as Affiliate Chapters. There are currently only seven state Affiliate Chapters in the



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nation. Upon certification as an IL Green CAR Medalist, if you wish to be CAR Certified as well VET will collect a \$100.00 check made payable to ARA to obtain your CAR Certification. CAR Certification can only be awarded to ARA members in good standing.

While we were rebuilding the IL Green CAR program we initially considered making the INCARES program different. Upon further thought, we decided to make the IL Green CAR and INCARES programs directly comparable. Both audits are comprehensive, in depth, and compliant with all standards we could find. We searched for documents that were well-written, comprehensive, and specific to our industry as models for our IL Green CAR program. Building an in depth and comprehensive program allows us to maximize peace of mind among our Medalists. Our Medalists know what they are doing well and, more importantly, they know where they need to improve. VET makes written recommendations for improvement on every audit item where points are deducted. This gives our Medalists the ability to pick and choose what to fix and what to put off until a later date. It allows them to budget their time and money for larger improvements if they are needed or quickly make small changes that gain points. As certification is awarded based on a percentage or point system, a facility may choose to never make a particular improvement. I do not recommend this, but it allows them to take that calculated risk.

We see it as a huge benefit for Illinois and Indiana to have complementary certification programs. It makes sense for the members of both states to be able to compare themselves to other nearby recyclers on an “apples to apples” basis. A platinum medalist in Illinois maintains the same standard of business as a platinum medalist in Indiana. I continue to serve as the Environmental Manager for both the IL Green CAR and INCARES programs. I conduct the audits for both states – the standard is the same.

The main difference I have observed between the IL Green CAR program and other state certification programs I’ve reviewed is the content. Our audit really gets down in the weeds. There are a total of 174 points available. Each audit item or question is worth two points – for a total of 87 questions. I intend for our audit and accompanying manual to be

dynamic documents that change as the regulatory climate in our industry changes. The audit is long because there are a lot of requirements that auto recyclers are expected to meet – state environmental requirements, federal environmental requirements, Occupational Safety and Health Administration (OSHA) requirements, and often local requirements.

As I mentioned, IL Green CAR Certification is awarded on a percentage system. Medals are awarded according to the following grade scale:

- **SILVER Medal:** ≥75% Compliance with IL Green CAR Standards
- **GOLD Medal:** ≥85% Compliance with IL Green CAR Standards
- **PLATINUM Medal:** ≥95% Compliance with IL Green CAR Standards

IL Green CAR professional audits are required during all odd-numbered years. The IL Green CAR program requires at a minimum one self-audit during all even-numbered years. VET offers professional audits during both odd and even-numbered years for those facilities that do not wish to conduct self-audits. Member facilities may be demoted to a lower tier medal at the completion of a self-audit but may not be promoted to a higher tier medal. At the completion of the first professional audit, each member will be “locked in” at that medal (with the ability to be demoted) until the next professional audit. If an IL Green CAR member facility believes that promotion is warranted a professional audit may be scheduled at any time for verification purposes in accordance with the rates listed below.

- **IL Green CAR Professional Audit and Processing -** \$650.00 (includes \$50.00 ATRI Fee)
- **IL Green CAR Self-Audit Processing and Review -** \$350.00 (includes \$50.00 ATRI Fee)

2014 was a big year for our IL Green CAR program. We certified our first Medalists in May and ended our first year with 19 Medalists: three PLATINUM, eleven GOLD, and five SILVER (Scoreboard below). This is almost double the members the program had in 2013. All of our Medalists should be proud of their accomplishments. I’ve been asked: “So, how hard it is to get a PLATINUM Medal?” My best answer is that none of the individual tasks are inherently

difficult. What is difficult is implementing and managing a system that allows a PLATINUM Medalist to continually comply with over 95% of the standards. This is very difficult, but attainable for those businesses that want it. Our PLATINUM Medalists, **Auto Parts City**, **Coultas Automotive Recycling**, and **Bionic Auto Parts and Sales** have cracked the code. They have beautifully run facilities and they take their compliance very seriously. VET predicts we will see some of the GOLD Medalists moving up into the PLATINUM Medal category in 2015.

IL Green CAR SCOREBOARD

- Auto Parts City (98.85%) – PLATINUM
- Coultas Automotive Recycling (98.28%) – PLATINUM
- Bionic Auto Parts and Sales (95.40%) – PLATINUM
- Scotty’s Auto Parts (93.10%) – GOLD
- Mack’s Auto Recycling (91.95%) – GOLD
- Rockford Auto Parts (89.66%) – GOLD
- Elgin Super Auto Parts and Sales (88.51%) – GOLD
- New Cats Auto Parts (88.51%) – GOLD
- Collins Truck Parts (87.93%) – GOLD
- I-55 Auto Salvage (87.93%) – GOLD
- River Valley Auto Parts (87.93%) – GOLD
- Aero Auto Parts (86.78%) – GOLD
- C&J Auto Parts (86.21%) – GOLD
- ABC Auto Parts & Wreckers (85.63%) – GOLD
- Speedway Auto Parts (83.33%) – SILVER
- Ashley’s U-Pick-A-Part (75.29%) – SILVER
- Bill Smith Auto Parts (75.29%) – SILVER
- Shelby and Sons (75.29%) – SILVER
- Wood River Auto Parts (75.29%) – SILVER

In conclusion, we think the IL Green CAR program has made a lot of progress in 2014 and will continue to progress in 2015 and years to come. Thanks again to the Board of Directors and Michelle Lechner for the opportunity to serve ATRI. It is VET’s goal to build a team of credible, environmentally responsible, and safety conscious automotive recyclers that are committed to excellence. A time will come when the automotive recycling industry in Illinois needs to lobby for changes that will benefit our industry. I believe that the new IL Green CAR program will be the best vehicle (no pun intended) to fight for these changes. The nineteen

businesses listed above have shown a commitment to compliance and are sending a message that we will do it right.

In closing, I want everyone reading this to know that VET is not here to take your money and run. We are a new business, we want to work for ATRI and the IL Green CAR program for the long-term. We want to get this right and we want to add value to each auto recycling facility we visit. We pride ourselves on being affordable, but we also pride ourselves on being thorough and doing it correctly. We are approachable and we enjoy helping our clients. The price of membership in the IL Green CAR program has increased. That is because what you are getting for your membership is not the same as what you once got. We have spent a great deal of time answering questions and providing recommendations to our Medalists this year that we did not bill for. We will continue to do this. If you are in our program we will take care of you.

For those of you that have chosen VET as your storm water or spill prevention consultant your loyalty has been recognized with discounts. This will continue into future years. VET is able to complete all annual tasks needed for our Medalists with one visit. We can conduct your IL Green CAR Audit, make necessary updates to your storm water plan or spill prevention plan, gather the information needed for CAR Certification through ARA (if you so choose), and perform any site specific tasks you require. The cost for that visit is included in the professional audit fee listed above (\$650.00). In the long run I believe this will prove to be the most affordable option available to you.

I will be the first to admit that VET’s first couple of months as the Environmental Manager, especially those of you we visited in May, were a little rocky. I will also say that by the end of the year we had the thing running like a well-oiled machine. If you have questions or concerns, I am available to speak with you – anytime. My cell phone number is (812) 327-2838.

We wish you all a happy, healthy, and prosperous 2015.

Got Compliance?

Update on Illinois Storm Water Permits

By Becky Jayne

Chicago Storm Water Permits – Chicago’s sewer system collects and treats a vast majority of the storm water discharged in the city. Due to this, storm water permits are not required in certain parts of the city. If your business is located in Chicago contact the Water Department at (312) 744-3351 to see if you are required to have a permit.

Also, Becky Jayne is an Environmental Protection Specialist with Illinois EPA. If you have any questions about the Illinois Mercury Switch Removal Program, please do not hesitate to contact her at either Becky.Jayne@illinois.gov, or 217-524-9642

Welcome our **NEW ATRI Members**

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Mike E. Walsh, age 60, Veteran U.S. Marines, Associate ATRI Member with E & R Towing

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Anderson Cooper, Host

Drew Griffin, Investigative Reporter

Scott Bronstein, Investigative Reporter

Dear Anderson Cooper, CNN, Drew Griffin, reporter and Scott Bronstein, reporter

My name is John Catalano Jr., and I am the president of the Auto & Truck Recyclers of Illinois Association (ATRI), a member of the National Association, Automotive Recyclers Association (ARA), and owner of a large automotive parts recycling company Bionic Auto Parts & Sales Inc. in Chicago IL. I have been in the recycling arena for over 15 years and my company has been in business for over 37 years.

I would like to express the extreme disappointment that myself, and our members, have had watching the reporting displayed in the segment on insurance repairs that aired February 11, 2015 on CNN's Anderson Cooper 360 broadcast. Your piece was very embarrassing and upsetting to our industry and the members of the Auto Truck Recycler of Illinois and all recyclers nationwide. This segment was flat out disturbing to watch, and most of the so called facts you stated are UNTRUE. CNN basically bashed and belittled the integrity of automotive recyclers across the nation and depicted us as JUNKYARDS. Over the last 30 years or more, the industry has worked so hard to move away from the term JUNKYARD that is like calling a minority a racial slang. The auto parts recycling industry is made up of high quality recycled parts suppliers. The majority of automotive part recyclers participate in programs through their state and national associations such as Green Car, Gold Seal, Car Certified and utilize the ARA University to insure that repairs and insurance companies involved in the repair process are receiving the highest quality recycled part or OEM auto part that can be provided.

I would highly recommend you retract your statements from the piece that aired on February 11th and do a segment on setting the facts straight about our industry. Most insurance

policies allow for the utilization of recycled parts in vehicle repairs and educated consumers know that recycled OEM parts offer OEM fit, quality, at a fraction of the cost of new OEM parts. If the insurance company would be up-front and honest about this policy in fine print, there would be a lot less misunderstandings and problems for everyone. Again, I believe CNN should do a follow up segment on all the benefits of using recycled parts, or OEM auto parts for vehicle repairs.

Also, Recycling and reusing OEM used recycled parts saves millions of tons of garbage from landfills and pollution associated with disposal of that waste every day. We provide jobs for thousands of working Americans. We help fix cars and save money for the policyholder of the insured vehicle. Imagine if every repair was fixed with a new part; the insurance industry would be bankrupt and the cost to hold an auto policy would be tremendous compared to the already rising cost of vehicle insurance.

Please take the time to contact Michelle Lechner, the Executive Director for ATRI, or myself John Catalano Jr., to get the real facts about recycled auto parts before degrading our industry and creating even more distrust to the end consumer about recycled auto parts. Thank you for taking the time to read our response to your segment. We are always available if you should have any questions regarding our industry and the parts we supply. If you would like to discuss this further please don't hesitate to call us at 877/880-2874.

Thank you,
 John Catalano Jr.
 President of Auto Truck Recycler of Illinois
 Bionic Auto Parts and Sales
 Chicago, IL

Avoid Swimming in The Sea of Sameness

Differentiate or die! Differentiating your products, services, retail environment, and even way you conduct business is as tough as ever. As soon as you come up with a new feature on a product, or a new idea, someone copies it.

Customer See Sameness - a Harsh Reality. Today's businesses are challenged by today's commodity-trap marketplace. They find it difficult to see a big difference between you and your competition. Like you, your competitors boast of the highest quality products and services and superior customer service.

Differentiators -You can differentiate with a new twist on a product, longer warranties, a "value-added package," lower price, an awesome retail environment, and even the way you conduct business. These might differentiate your business in the eyes of consumers and b2b customers.

The One Thing Your Competitor Cannot Duplicate

If you've ever attended any of my workshops or read this publication in the past, you might have heard me make this statement: "The one thing your competitors cannot duplicate is your people. Businesses don't do business. People do business." It's people who sell and service your customers. Now, let's take this deeper.

Perhaps the Number One Competitive Differentiator

- It's not only your people but it's the personal relationship

and emotional connection they have established with every customer. These relationships are so strong, and customers level of trust is so high, that they simply like doing business with you better than your competition. This holds true in the b2b, but it also holds true in a retail environment.

Make Relationships and Emotional Connections a Strong Part of Your Differentiation Strategy. Make customers feel like VIP's. Make them feel like family. Make them feel good when you talk with them. Ask them questions that demonstrate you care about them. Smile at them. Appreciate them. Do the same with the people in your company who have established these relationships and made customers feel great!

About Christine Corelli

Christine Corelli is a keynote speaker, and author of five business books including the popular "Wake Up and Smell the Competition." Her latest release, "Roadmap To Success" is currently available. As a business speaker, she is known for her high energy, high-involvement and often provocative style. As a consultant, she has an innate ability to see into the heart of issues, and solve problems. To learn more, visit www.christinespeaks.com.



A FRIENDLY REMINDER TO RENEW BY APRIL 1ST

Thank you to all of you who have renewed your 2015 dues!!!

We have had an overwhelming response. I will continue to email the renewal to those of you who have not yet renewed.

Please note, if you have not renewed by April 1st you will not be listed in the newsletter or on the website. If you need a hard copy dues renewal please let me know, I would be glad to get one out to you.

ATRI is here for you anytime, if you need our help, or you would like to share your concerns, ideas or thoughts please don't hesitate to let us know. We always encourage participation, but it's up to you to get involved.

Thank you for your support!!!!

ATRI Direct Members

111 Salvage, LLC
Granite City
618-344-9922

A Affordable Auto Parts, Inc.
Joliet
815-722-9072

A&A Midwest Rebuilders Suppliers, Inc.
Blue Island
773-624-6111

ABC Auto Parts & Sales, Inc.
Riverdale
800-458-7838/708-389-1456

Aero Auto Parts
Chicago
800-371-2620/773-483-2625

Auto Parts City, Inc.
Gurnee
847-244-7171

Available Auto Parts
Decatur
800-252-0780/217-877-1000

B-Auto Parts
East St. Louis
800-851-3157

BC Automotive, Inc.
Zion
800-452-6768/847-746-8056

Bill Smith Auto Parts, Inc.
Danville
800-252-3005

Bionic Auto Parts & Sales, Inc.
Chicago
800-626-9618/773-489-6020

Broadway Auto Salvage
Braceville
815-237-8747

Bryant Industries U-Pull Auto Parts
Danville
217-431-0551

C & J Auto Parts, Inc.
Chicago
800-783-8121/773-523-8121

Cimco Recycling
Ottawa
815-433-0031

City Auto Wreckers
Aurora
630-898-2900

Collins Truck Parts, Inc.
Tamaroa
618-496-5003

Coultas Recycling Company
Danville
217-443/0510

Dan's Used Auto Parts
Carterville
800/645-1425

Elgin Super Auto Parts
Elgin
847-695-4000

Fierge Auto Parts
Quincy
217-224-3000

Geiger Truck Parts
Watseka
815/432-4944

Grand Street Auto parts
Alorton, IL
618-857-2006

I-55 Auto Salvage, Inc.
Channahon
815-467-2938

LKQ Corporation - Government Affairs
Fort Lauderdale, FL
954-492-9092

LKQ A-Reliable South
Blue Island
708-612-0180

LKQ Blue Island
Blue Island
708-227-6960

LKQ Metro
Caseyville
618-345-9659

LKQ A-Reliable North
Chicago
708-239-4370

LKQ Pick Your Part
Chicago Heights
708-758-0002

LKQ Heavy Duty Truck
Chicago Heights
708-755-7134

LKQ Self Serve - Rockford
Rockford
815-397-2277

Mack's Auto Recycling, Inc.
Urbana
217-367-6219

Mullins Auto Parts
Mt. Olive
217-999-2030

Neal Auto Parts
Peoria
309-673-7404

New Cats Auto Parts
Chicago
773-947-0500

Rebuiltcars
Naperville
630-527-0524

Rhodes Auto S/S/S, Inc.
Streator
815-673-3737/800-548-9151

Rockford Auto Parts, Inc.
Rockford
815-964-3396

St. Louis U-Pic-A-Part
Washington Park
618/293-6670

Scotty's Auto Parts
Virginia
800-346-4540/217-452-3081

Shelby & Sons Inc
West Frank Fort
618-932-3083

Speedway Auto, Ltd.
Joliet
800-437-8733/815-726-0666

Stafford's, Inc.
Montgomery
800-437-1770/630-896-1342

Tom's Auto, Inc.
Hainsville
847/546-5422

Wood River Auto Parts
Cottage Hills, IL
618-259-6432

Y-Yard Auto and Truck, Inc.
Effingham
217-536-6116

Join ATRI TODAY and see what we can accomplish together!

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.



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 the Illinois EPA so if you have questions for them but don't want to call, ATRI will be glad to make the call and provide you the answers.

ATRI Executive Director is a lobbyist for the association and engages legislative issues pertaining to Illinois auto recyclers. Through the Executive Director, ATRI engages in lobbying efforts and has established relationships with government agencies including the Secretary of State of Illinois.

Education and Training Opportunities

ATRI provides training throughout the year. Additionally, ATRI provides educational programs, social events, yard tours, and networking with fellow recyclers.

Opportunities to network, share and learn from other recyclers. See what works and what does not.

ATRI Newsletter is published 6 times a year

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

CMARC Central Midwest Auto Recyclers Convention and trade show held annually

This event rotates between Illinois and Indiana. This event is designed to bring recyclers and vendors together from all over to network, educate, and provide and encourage camaraderie. We invite our fellow recyclers from surrounding states to attend our convention and trade show, which clearly makes CMARC a regional show like none other.

Website and staff accessibility, www.illinoisautorecyclers.com

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

ATRI is a member of the Automotive Recyclers Association, the National association for auto recyclers. ATRI is active by participating at the ARA conventions and sharing that information with ATRI Members.

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



Auto & Truck Recyclers of Illinois

Application for Membership
Please print or type

Business Name _____

Contact Name _____

Address _____

City _____ State _____ Zip _____

County _____

Phone _____ Fax _____

E-mail _____

Website _____

Type of Business Activities

(CHECK ALL THAT APPLY)

- | | | |
|---|--------------------------------------|--|
| <input type="checkbox"/> Recycler | <input type="checkbox"/> New Parts | <input type="checkbox"/> Body Shop |
| <input type="checkbox"/> Automotive Mechanics | <input type="checkbox"/> Towing | <input type="checkbox"/> Import Vehicles |
| <input type="checkbox"/> Domestic Vehicles | <input type="checkbox"/> Light Truck | |
| <input type="checkbox"/> Other _____ | | |

Investment

- 1-4 Employees \$250
- 5-9 Employees \$375
- 10 + Employees \$500
- Associate. \$250
- Amount Remitted \$ _____

Mail Completed Form to

Auto & Truck Recyclers of Illinois
PO Box 9424 • Springfield, IL 62791
Fax: 217/787-2276 • Email: ILLAutoRecyclers@aol.com

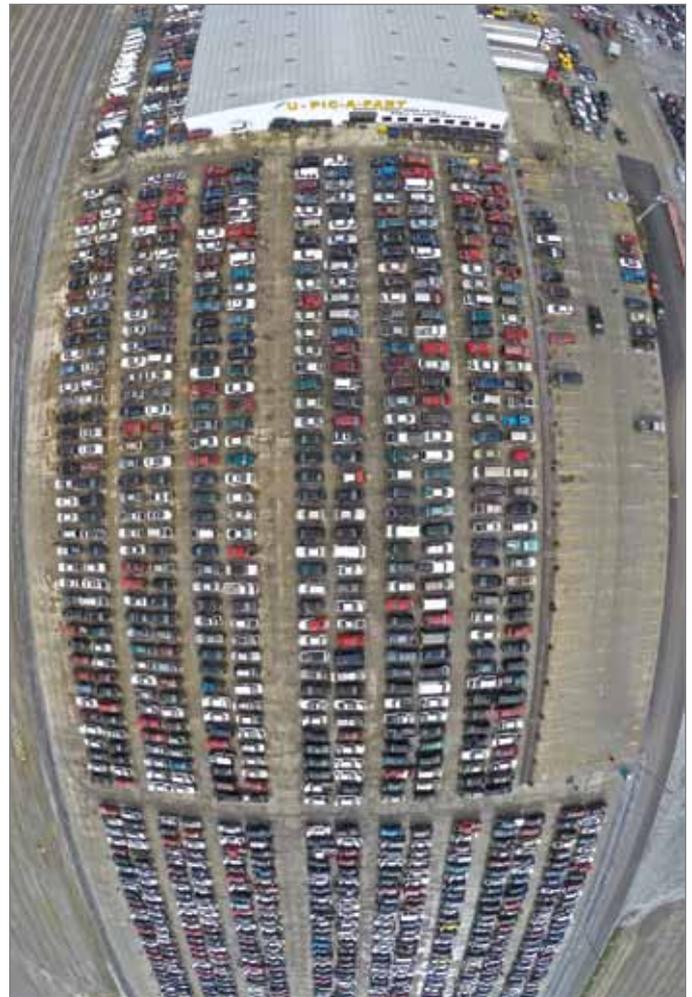
QUESTIONS CALL: 877.880.2874

ATRI Member Profile St. Louis U-Pic-A-Part

St. Louis U-Pic-A-Part, which is conveniently located in the East St. Louis area in Washington Park, Illinois, was established in October 2013 by the Heckenast family. Frank Heckenast, who started in the salvage business in 1975, is the former owner of Indy Pic-A-Part in Indianapolis, Arizona Pull-A-Part in Phoenix, and A-Reliable Auto Parts in Chicago. STL U-Pic-A-Part is family owned and operated and is open seven days a week for the convenience of our customers.

Located on a concrete lot of over 15 acres, STL U-Pic-A-Part has in excess of 2,500 cars, trucks, and vans on site – including an oldies but goodies section – for our customers to pull their parts. Every vehicle is strategically placed by make and model for customer convenience and fresh inventory is rotated in daily. We provide carts, hoists, etc. for customers to help pull their parts and we even offer a free exchange warranty on those parts for 45 days. STL U-Pic-A-Part prides ourselves on being environmentally compliant and cleanliness is our number one priority for our customers!

Learn more about St. Louis U-Pic-A-Part on Facebook or by logging onto www.upicapart.com!



Member News

Congradulations to Rob and Mandy McCartney on their new baby Brody Grayson McCartney born on January 16. He was 19 & 3/4 inches long and weighing 7 pounds 12 ounces.

BACK BY POPULAR DEMAND!!! ROB RAINWATER
2 DAYS APRIL 17 & 18, BLOOMINGTON, IL

FRIDAY - 1pm - 5pm (includes snacks & beverage)

How to hire, train and set goals for all departments in your recycling business

One of the most difficult requirements of your company's responsibilities is to properly hire and train new employees. Making sure your employees understand what their responsibilities are and how they will be measured. Making all of your employees aware of what the goals are at your company and what their role is in achieving that goal. How do you know if you have won the game if there is not a scoreboard! We will discuss in length the processes of sales, inventory, dismantling, management and ownership. Pay by performance, commissions and expatiations, measurements and consequences!

SATURDAY - 10AM - 3PM (includes continental breakfast & lunch)

How do we get salesmen to stop being order takers?

- **The 14 Golden Rules!**
 This will be the management version on how to effectively get your sales team to ask the right questions. We will cover the steps to a recycled auto part sale and the pitfalls of not asking the right questions.
- **A Visual World -The Effect Of The Internet On Our Industry**
 We will look at the current state of online shopping and what electronic data matching has down to the recycling industry. 74% Of the population use the internet, there will be an estimated 250 billion of online sales this year in the us and north america alone. 83% Of people have shopped online this year and what are you doing about it?
- **Saving Money - -How Do We Market To Our Customers?**
 How and why are you marketing to your customers, do you even really know? Do you even know what your customers want? We will discuss different ways to market your business.



Company name: _____

Attendee name(s): _____

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 Room rate \$105, includes hot breakfast

Seminar Fee

- Two Full Days - \$175/person _____
 - Two Days for Yard - \$1000 _____
 - One Day only - \$100/person _____
- Total** _____

Payment

- Make checks payable to:
ATRI, PO Box 2494, Springfield, IL 62791
- Pay by Credit Card:
 Name on Card _____
 Card # _____
 Exp date _____ 3digit code _____
TOTAL AMOUNT PAID \$ _____

ARA Response to CNN Report

Dear (ARA) Members,

On Wednesday, February 11th, a segment aired on CNN's Anderson Cooper 360 broadcast investigating the federal lawsuits brought by several collision repair facilities against insurers for alleged steering practices. What aired was a very one-sided, unbalanced segment that included many mischaracterizations and misrepresentations about the quality, recycled OEM parts that ARA member facilities proudly sell.

Please (read here to see) how your association swiftly and aggressively responded to CNN about the misinformation contained in this broadcast.

ARA has also provided statements to industry press expressing disappointment in the lack of balanced reporting.

ARA encourages its members, affiliate chapter members, and industry supporters to likewise reach out to CNN and urge the network to retract the disparaging and factually incorrect statements made about our industry.

Dear Anderson, Drew and Scott:

The Automotive Recyclers Association (ARA) represents over 4,500 professional automotive recyclers across the United States and in 14 countries internationally. It is on their behalf that I express extreme disappointment and frankly surprise at the erroneous reporting displayed in the one-sided segment on insurance repairs that aired February 11, 2015 on CNN's Anderson Cooper 360 broadcast. During the piece, it immediately became painfully obvious that CNN's research team is unaware of both the robust automotive parts supply chain that supports an increasing global market and the critical role that recycled original equipment manufacturer (OEM) parts play in that market. ARA requests that CNN retract the factually incorrect and misleading statements made about recycled OEM parts in this broadcast.

For this segment to live up to CNN's "The Most TRusted Name in News" reporting slogan, CNN's investigative team should have contacted the stakeholder experts in the automotive parts industry, specifically the ARA. If your team had

reached out to ARA, they would have learned that there are many industries involved in the automotive parts supply chain and that to only address one portion of this expansive market sector does all stakeholders, including consumers, a disservice. The team also would have learned that:

- The reutilization of quality, OEM automotive parts is a \$32 billion dollar industry in the United States;
- Each day over 500,000 recycled OEM parts that were designed and built to meet the automakers original requirements for fit, finish, durability and safety are sold directly to consumers as well as to repairs shops and automobile dealers who are very well aware that recycled OEM parts are being used in the repair of their vehicle;
- Professional automotive recycling operations have robust product assurance and quality control procedures in place to identify parts that do not meet industry accepted standards. These operational safeguards distinguish ARA members from what your segment refers to as "junkyards";
- Most insurance policies allow for the utilization of recycled parts in vehicle repairs and educated consumers know that recycled OEM parts offer quality, safe parts at a fraction of the cost of new OEM parts;
- Recycled parts play an important economic role in the marketplace. Without their existence, many times there would be no alternative part options to an expensive "new" part available for hard working Americans - leaving them at the mercy of automakers who would be in a monopolistic position in setting the price for that part; and
- Automakers recognize the market demand for the reutilization of their original parts and the brand loyalty it builds.

What is also concerning is that your segment aired only one side of the Louisiana Attorney General's lawsuit against State Farm. If you had dug a little deeper to ensure balanced reporting, you would have learned of ARA's September 2014 response to Louisiana Attorney General Buddy Caldwell in which we took issue with his mischaracterizations and disparaging statements. He, like your reporters, wrongly referred to these parts as "nothing more than junk yard parts." That is simply untrue. Parts sold by professional automotive recycling facilities are recycled genuine original OEM parts that meet OEM requirements. They are OEM parts, designed by the OEM, and built to meet the OEM requirements for fit, finish,

durability, reliability and safety. The legal precedent that exists for this response was also missed in your reporting -- an historic ruling by the West Virginia Supreme Court of Appeals just last June which affirmed the use of salvage/recycled OEM crash parts in vehicle repairs and found that recycled parts are diametrically different from aftermarket parts.

The CNN segment went out of its way to point to an alleged scheme generated by the economic interests of the insurance companies. Viewers need to be aware of the economic benefits the body shops realize by steering consumers to utilize brand new OEM parts instead of using quality, recycled OEM parts - parts that provide the identical or improved repair service to new OEM parts.

ARA is troubled that CNN chose not to take advantage of the obvious opportunity to promote the significant environmental benefits realized through the reutilization of quality OEM parts. Automobiles are among the most recycled commodities in today's marketplace, which is increasingly supporting all things "green." What your viewers should have heard as part of this segment was the significant savings of natural resources achieved by the reutilization of these quality OEM Parts. In addition, viewers could have learned that each year professional automotive recyclers collect and reuse or recycle from automobiles, millions of gallons of fuel, motor oil, engine coolant, and window washer fluid.

Given the blatant factual inaccuracies and mischaracterizations contained in this segment and the many angles of the story left unexposed, ARA requests that CNN retract much of this broadcast and after consultation with ARA, air a new segment educating viewers about the automotive parts supply chain, the many different ways in which professional automotive recyclers meet market demand for quality OEM recycled parts and how these parts are different than those parts your program sought to describe.

I can be reached at 571-208-0428 and look forward to talking with you about next steps to correct the record on the critical issue of the reutilization of recycled OEM automotive parts.

Sincerely,
Michael E. Wilson, CEO

Automotive Recyclers Association Announces Class Action Filed Against Takata Corporation Regarding Airbag Recall

WASHINGTON, Feb. 10, 2015 /PRNewswire-USNews-wire/ -- The Automotive Recyclers Association ("ARA") announces that it has filed a class action lawsuit against Takata Corporation, its subsidiaries TK Holdings, Inc. and Highland Industries, Inc. (collectively "Takata"), and numerous automotive manufacturers (the "Auto Manufacturers") relating to the massive recall of vehicles containing defective airbags manufactured by Takata.

The ARA brought the class action on behalf of all persons and entities who operate professional automotive recycling facilities in the United States who have purchased for resale any of the vehicles containing undeployed and allegedly defective airbags manufactured by Takata (collectively "the Automotive Recyclers"). The complaint alleges that Takata and the Auto Manufacturers withheld and/or misled Automotive Recyclers about the safety and reliability of the allegedly defective airbags, which led recyclers to over pay for now worthless airbags.

According to the complaint, Takata was aware of the airbag defect as far back as 2004 when it conducted secret tests on several airbags.

The complaint further alleges that following the disclosure of the airbag defect, the Automotive Recyclers are not able to sell or trade these airbags because they are valueless. The ARA alleges that it and the Automotive Recyclers had an expectation that Takata and the Auto Manufacturers would disclose known defects in a timely manner pursuant to federal, state and common law. The failure to properly disclose the defect caused the Automotive Recyclers to purchase vehicles containing the Takata airbags for amounts greater than their worth.

The ARA is represented by Kessler Topaz Meltzer and Check, LLP. The complaint was filed in the United State District Court for the Southern District of Florida.

Since 1943, the ARA is an international trade association which has represented an industry dedicated to the efficient removal and reuse of automotive parts, and the safe disposal of inoperable motor vehicles. The ARA services over 1,000 member companies in the United States through direct membership and an additional 2,500 other companies in the United States through affiliated automotive recycling organizations. The ARA aims to further the automotive recycling industry through various services and programs to increase public awareness of the industry's role in conserving the future through automotive recycling and to foster awareness of the industry's value as a high quality, low cost alternative for the automotive consumer. For more information about the ARA, please visit <http://www.a-r-a.org>.

Kessler Topaz Meltzer & Check, LLP prosecutes class actions in state and federal courts throughout the country. The firm represents investors, consumers and whistleblowers (private citizens who report fraudulent practices against the government and share in the recovery of government dollars). The law firm is a driving force behind corporate governance reform, and has recovered billions of dollars on behalf of institutional and individual investors as well as consumers from the United States and around the world. For more information about the law firm, or for additional information about participating in this action, please visit <http://www.ktmc.com>.

If you wish to discuss this action or have any questions concerning this notice or your rights or interests with respect to these matters, please contact Kessler Topaz Meltzer & Check, LLP (James Maro, Esq.) at (888) 299-7706 or (610) 667-7706, or via e-mail atinfo@ktmc.com. Alternatively, you may view a list of the vehicles that are potentially affected by Takata-manufactured airbags and request more information about the class action online at <http://www.ktmc.com/takata-airbag-recall>.

Focus Intensifies on Recycled OEM Tires

Several states are once again facing legislation seeking to prohibit automotive recyclers from selling recycled, OEM tires. Bills have been introduced in Texas, Florida, Georgia, Indiana and are expected to be introduced in the coming weeks in South Carolina, New Jersey and Oklahoma.

The Rubber Manufacturers Association (RMA) and its members, as well as the Tire Industry Association and other similar organizations are strongly pushing legislation that would define what is an "unsafe" used tire, ban its sale and introduce penalties. ARA and its state affiliate chapters have been advocating for the past several years that any liability be placed on the installer of the tire and not the seller. To date RMA has not been receptive to this change, however, ARA members in the effected states continue to aggressively build support for the argument.

RMA is presenting the issue in media reports as a safety issue. "Safety is the highest priority for the tire industry," says Dan Zielinski, the RMA's senior vice president. "Laws to stop the sale of worn out, damaged used tires will help improve highway and motorist safety."

Many ARA members who have reviewed the proposed bills do not argue with the characteristics of an "unsafe" used tire; for example, tires worn to 2/32nd of an inch or those with bulges, or damage exposing steel belts or other internal components are not tires that professional automotive recyclers sell. However, the responsibility for inspecting the tire and any liability should be placed on the person actually installing the tire on a vehicle, not the person selling it who does not know the intended use of that tire or depending on the business model, may not be appropriately trained to conduct such a thorough inspection of all parts of the tire.

For more information, please contact ARA Director of State Government Affairs, Jessica Andrews, or join ARA's weekly state legislative update calls held every Monday afternoon at 3pm Eastern. Please stay tuned for more developments as this issue is expected to dominate the 2015 state legislative agenda.

ARA Expands Insurance Program with Wells Fargo Insurance Services;

Delivers Best Value Benefits to Member Companies

MANASSAS, VA - The Automotive Recyclers Association (ARA) is pleased to announce additional company participants in the association's insurance brokerage program with Wells Fargo Insurance Services. Since 2010, this exclusive member benefit has provided a comprehensive risk management program to members offering affordable, customized insurance solutions. ARA is proud to welcome the addition of several new carriers and the significant expansion of coverage through existing provider Allied, which operates under the Nationwide Insurance umbrella, ensuring that ARA member companies in all 50 states have access to competitive rates offered through the program.

"We're pleased to provide this expanded coverage and valuable benefit to ARA members because we know that insurance coverage and expenses are top priorities for our member companies," said ARA CEO, Michael E. Wilson. "With the addition of two new carriers, Western Heritage and Great Lakes Insurance, combined with the significant expansion of Allied's coverage area, we look forward to welcoming even more professional automotive recyclers into the program."

The ARA/Wells Fargo Insurance Program does not limit the program to one single carrier, instead, Wells Fargo negotiates the best rates with carriers around the country with expertise in the risk management needs specific to professional automotive recycling facilities. Workers compensation coverage

in the ARA/Wells Fargo Insurance Program has also grown with three new carriers, Berkley, Berkshire Hathaway and QBE, participating along with Secura and Western National insurance companies. With over 150 offices and 4,500 insurance professionals across the country, Well Fargo Insurance Services represents many businesses in the automotive industry and specializes in the risk management needs specific to automotive recycling facilities.

"ARA's partnership with Wells Fargo Insurance Services means that automotive recyclers will have the opportunity to save money on their business insurance expenses, from liability to workers compensation," said ARA First Vice President, Mike Swift. "I use ARA's insurance program for my business, Swift's Trails End Auto Recycling, and urge all of our members to allow Wells Fargo a few minutes of your time to show you where they can make a difference to you, your business, your staff, and your bottom line."

For more information on ARA's partnership with Wells Fargo Insurance Services and other exclusive member benefits, contact ARA Director of Member Services, Kelly Badillo (kelly@ara.org, 571-208-0428). For current ARA members interested in more information, please contact ARA's dedicated Wells Fargo Account Representative, Bill Velin (bill.velin@wellsfargo.com, 952-242-3111).

To learn more about the Association, visit ARA's Home Page at www.a-r-a.org or call (571) 208-0428.

Marty Satz

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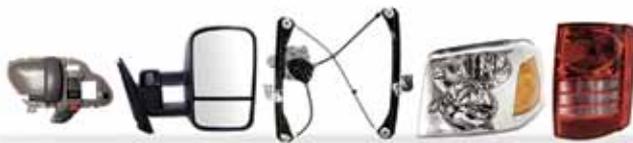


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ATRI News

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- ❖ Checkmate Image Tool – Vehicle and Part image processing in Checkmate, Car-Part Pro[™] and eBay@.
- ❖ eBay high volume listing tool with images and deletion upon sale
- ❖ Checkmate Dashboard – Real time snapshots of your business's daily progress
- ❖ Salvage buying with Bidmate[™], now with Car-Part marketplace data representing \$2.3 billion of searches per month
- ❖ Partmate[™] inventory tool now with Desktop Review – Managers easily review inventory before displaying it in Checkmate
- ❖ QuickBooks@ Graphical Accounting Integration
- ❖ Order Trakker[™] production software with real time barcoding for automatic processing
- ❖ Checkmate Roundtable Reports



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*Know where your customer's
 part is at any stage of the
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