



Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

February/March 2022

From the President

By Chris Richardson

Supply Chains & Labor Shortages

Just like many of you, I have been in the salvage business my whole life. A lot of salvage yards are family businesses. We've grown up in these yards. Through the good times, and the bad we have been here. And just like many of you, I have never seen such a demand for auto parts.

Since the beginning of the COVID-19 pandemic in March of 2020 we have been experiencing shortages, shipping delays and supply chain issues. The rapid spread of the virus prompted shutdowns of industries around the world and, while most of us were in lockdown, there was lower consumer demand and reduced industrial activity. As lockdowns have lifted, demand has rocketed. Supply chains that were disrupted during the global health crisis are still facing huge challenges and are struggling to bounce back. One industry that has been heavily impacted by this issue has been the automotive industry. New car prices have skyrocketed. Dealerships cannot keep vehicles in stock. There simply are not enough cars. And many of the cars & trucks that are available are selling for over MSRP. This has made obtaining a new vehicle almost impossible for many.

This has forced many people to make repairs to cars that they would normally trade in just so they can keep rolling. However, vehicle sales are not the only part of the automotive industry that has been impacted. New auto parts are almost impossible to get. Repairs that would only take 1-2 days in the past are now taking 1-2 weeks, or in some cases, even longer. People cannot just wait at home for their cars to get fixed. They have to get back on the road so they can keep working & living. This has made the need for pre-owned automotive parts greater than anytime in history.

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membership application at
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Missouri Automobile and Truck Recyclers Association

Missouri Auto & Truck Recyclers News

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From the President... continued from cover

We have been busier than ever. We simply cannot keep parts in stock. As soon as they are online, they are sold. That is a great problem to have, normally. But we are facing another type of shortage as well. A labor shortage. Since the beginning of the pandemic many people have been shifting from working on site to working at home. That may work for some areas of our industry, but not all. We still need people to pull the parts. If salvage yards cannot get the parts off the cars then we cannot get them into the customer's hands. That is a

problem. Salvage yards are an essential business. People need us to be able to afford parts for their cars. But we have to find some way to attract employees that want to stay. We have to start looking at training individuals for a career rather than a job. Individuals want to feel valued. They can get a paycheck anywhere. Literally everyone is hiring. It's time for our industry to rethink the way we attract, retain & value employees so they we can take our businesses to the next level.

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The Future of Mobility and Automotive Recycling: An Update on Battery Recycling and Outlook on Clean Energy Trends

By Becky Berube

On Friday, November 12, at the 78th Annual ARA Convention & Expo, in Dallas, TX, we assembled an expert panel to discuss what “electrification” will mean for automotive recycling. Dirk Spiers, Founder of Spiers New Technologies, and Lea Malloy, Head of EV Battery Solutions of Cox Automotive Mobility, now partners, provided an update on what they hope to be a “one stop” solution for battery life cycle management to include both reuse and recycle. Matt Watson, Director of Precious Metals Commodity Management LLC, presented research on energy trends and the heightened critical mineral demands of the future. With differing views on many topics, the panel agreed that future complexities will mean future opportunities for harvesting critical technology materials from end-of-life vehicles.

In short, recyclers are receiving hybrid and electric vehicles with batteries that need environmentally responsible and profitable solutions. ARA electric certification and EV battery handling programs from trainers like Andy Latham of Salvage Wire, provide the crucial first step before the sale; namely, removal of the battery while keeping employees safe. The next decision for the recyclers is where to sell the battery. Remanufacturing and reuse, as a rule, tend to be more profitable than recycling. A decision tree forms depending on the chemistry of the battery, the state of charge, and logistics.

In a September 1, 2021, press release, Cox Automotive announced as part of the Spiers New Technologies (SNT) acquisition, that “the new independent, third-party battery health diagnostic tool built by SNT and Cox Automotive Mobility is powered by SNT’s ALFRED battery decisioning platform. This battery health diagnostic tool is becoming the industry standard used globally to assess the condition and value of EV batteries, filling a void in the new and used EV



category. Cox Automotive is currently delivering EV battery health reports as part of its Manheim condition reports at select auction locations.”

Automotive recyclers, Daniel Baldwin, of Nevada Pic A Part, wanted to know when the panel thought the battery supply chain would develop profitability and Jim Watson, of ABC Auto Parts, asked if they anticipated automotive recyclers being included in the loop. Malloy answered affirmatively regarding inclusion of recyclers in the end-of-life solution and Spiers emphasized the importance of taking in all chemistries, and not “cherry-picking” loads, to make the business case positive for both the end-to-end solution provider and the recycler. Important to note is that transportation of nickel-based and lithium-based batteries require special handling under the UN Manual of Tests and Criteria, section UN 38.3.

Matt Watson explained to the audience how lithium-based batteries containing higher percentages of cobalt and nickel

would make the business case positive for recycling while lithium iron phosphate compositions or LFPs, with less expensive materials, cost money to recycle. For several years, Umicore Battery Recycling in Hoboken, Belgium, has been able to recycle all types and all sizes of Li-ion and NiMH batteries into cobalt, nickel, and copper alloys, with partner company Solvay, in France, that can further reclaim rare earth elements (REE) concentrates found in the pyrometallurgical slag. This operation has primarily served extended manufacturer responsibility take-back schemes in Europe and other parts of the world. Today, however, through the efforts of organizations like Call2Recycle, a battery recycling and stewardship program, batteries move through sorting partners and specific chemistry batteries are shipped to appropriate specialty processors. The processors extract useable metals to be used in the manufacturing of new products. Waste products are responsibly and safely disposed of according to Responsible Recycling (R2) and Basel Action Network (BAN) standards. The importance of selling to responsible parties cannot be overstated, as not doing so can become a liability to the recycler that generated and received payment for the scrap.

Watson made his case that there are serious mineral constraints for lithium, nickel, and cobalt, to meet the lithium battery production demand. He differentiated the amount of platinum group metals (PGMs) needed between a base case (minimum) and a zero-emission mandate (maximum) level being reached. The majority of auto catalyst scrap recovery will be in palladium while the demand for palladium will decrease significantly 20 years after the ICE vehicles retire. Higher PGM coatings will be required for hybrid vehicles due to

cold starts and higher emission standards, but there is no such need for the metals in fully electric vehicles. Hydrogen vehicles, on the other hand, require large amounts of platinum.

Watson told the audience that copper and silver drive the electrification of everything and will be in high demand. Silver is the best conductor of energy with copper a close second, gold, and expensive third, and aluminum a distant 4th. He stated that 560 metric tons of copper had been mined in the past 1,000 years. We will be needing double that amount for the next 30 years for clean energy and the electrification of everything.

The bottom line is that it is a great time to be in recycling. These critical technology metals will be in demand and auto recyclers will have a continuous supply. The prices for these metals are likely to climb over the long term. Since recycling has a lower carbon footprint than mining, many OEMs get higher credits for using recycled ounces than mined ounces. This is more good news for auto recyclers.

If you have questions about this article or any issue pertaining to the recovery of precious metals and materials from automotive recycling, we, at United Catalyst, are here to help you. United Catalyst Corporation is a processor of scrap catalytic converters that offers global refining services. Our recycling solutions are accurate, scientific, and verifiable to get you the most money. United Catalyst is a processor you can trust.

To subscribe to our daily e-newsletter or get Platinum Group Metal prices texted twice daily to your phone, TEXT 60-Second or Daily to 864-834-2003. You can also call us or email us at sales@unitedcatalystcorporation.com.

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

Missouri NEWS
Auto & Truck Recyclers



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Where is Your Next Dismantling TECHNICIAN Coming From?

By Guy Tiberio, Waubonsee Community College

As technology advances in the auto recycling industry, skilled workers are what is required to keep up. Guy Tiberio, Associate Professor of Automotive Technology at Waubonsee Community College in the US, tells us about the auto recycling course his college provides and what you can do to find your next dismantling technician.

While I am not directly involved in the recycling side of the automotive industry, I know that you are plagued by the same problems the rest of the automotive industry is experiencing: Many workers nearing retirement, a large skills gap due to the quickly increasing complexity of modern vehicles, and not enough trained technicians to meet the volume of vehicles coming into your yards.

Yes, I said technicians...why do I use that word? Because the word technician gives a better description of the knowledge and skillset one must possess to work on modern vehicles. Long gone are the days of someone tinkering with their car in the garage and instantly having a career. The amount of knowledge required to work with these vehicles properly and in a safe and responsible manner is something deserving of a title that shows you have risen above the norm.

So, I will ask, where are your next dismantling technicians coming from? The old methods of finding technicians by ads in the newspaper or hanging a "now hiring" sign on the front of your building are not going to get a lot of attention, much less by people that possess the advanced skill set that we need in today's service bays and recycling yards.

Have you checked your local community college or trade school? Most likely not, and why would you? Those schools only teach future technicians how to work on new vehicles, right? Well, it doesn't have to be that way.

Like all other automotive instructors, I spend my day teaching students how vehicles work and how to fix them. We do this to keep the industry moving, but on a more personal level, to show our students how to find a career path that is rewarding to them that can provide them with the lifestyle they wish to live.

My students, just like most students that want to go into the automotive industry, only know what is out there based on their own experience...they only know what they know. My job is to show them the vast possibilities of where this knowledge and skillset can be put to great use.

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I know that not every student will be great at electrical diagnosis or great at rebuilding automatic transmissions, so we provide them with exposure to many different areas of the industry and let them see where they excel or what they enjoy doing. We try to give them many opportunities to find a career path that falls under the automotive umbrella, and we could not have done that without support from the local automotive industry around us.

Our program has the basic core automotive classes that many career and technical schools have. Every technician needs to know about brakes, suspensions, engines, transmissions, and all the other basic systems required to prepare them to be able to fix most cars. But we don't stop there. We also add specialized classes into our program that expose students to other areas of the automotive industry. These classes include hybrid and electric vehicles, light-duty diesel, classic cars and technologies, service advising and management, parts specialist, and automotive recycling.

In the recycling class, students learn about the need for automotive recycling, how the recycling business works, the environmental aspects of recycling a vehicle, how to grade and inventory parts from dismantled vehicles, and how to dismantle safely and in a clean and professional manner. Students also learn safety and proper procedures for dismantling hybrid and electric vehicles as these vehicles are starting to become more popular on the road and likely already coming into your yards.

In the lab portion of this class, our students dismantle a car that our partnering recycling yard sends us. They grade and

tag each part, and then we send it all back to the yard for them to sell the parts. Real-world experience for the students, free dismantling and grading for the yard... Everyone wins!

Now I will let you in on a little secret...automotive programs all around the world are trying to do the same thing I am trying to do; find proper career placement for our students that will help them live a life they love and help all areas of the industry continue to progress.

So how can you capitalize on knowing this secret? Reach out to your local community college or trade school and get involved. Join their advisory board, talk to the instructors and administrators, find a way to insert your business into their program.

You will be amazed at the number of opportunities you will find to hire quality technicians for almost no investment aside from a couple of hours interacting with the local automotive community.

Take it a step further, and work with the instructors to develop a class specifically aimed at automotive recycling. The instructors know about the operation of the vehicle and how to teach, but they may not know much about the recycling side of the industry. Show off the knowledge you have gained through the years.

Every technician, regardless of where they are employed, will have some connection to the recycling field; so why not put your best foot forward and give them a grand entrance into your yard? Let the school train them, so they are ready to start working on day one when you hire them. You will be surprised at the exponential payoff you will see in the future of dismantling technicians.

View below the presentation by Waubensee Community College entitled 'Going Green With Automotive Recycling' www.youtube.com/watch?v=_R5xrr7ktf0

If you would like to contact Guy, please email him at gtberio@waubonsee.edu, alternatively, please visit www.waubonsee.edu



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“Yankin” Takata Airbags In 2022

The Takata Airbag Recall Mission Continues

By Paul D’Adamo

Did You Think the Takata Recall Was Over?

I’ve talked with Recyclers recently about whether the Takata Recall was over. With recalled auto parts, the more parts that are repaired and/or destroyed, the fewer VIN’s available for repair/destruction. While 2019 was the pinnacle for the Auto Recycling Industry for recovered airbags, we are still recovering thousands of airbags every month. The Takata Recall is NOT over, and we need to be vigilant about checking vehicles as they enter our facilities. There are 19 Million Airbags in the RAS Takata database, so we are far from done with this project.

Since There Are Fewer VIN’s Available, Why Should I Continue To Recover Takata Airbags?

There are three reasons why every Recycler should continue to identify and remove Takata Recalled Airbags from inventory. The first reason is Liability. Every Licensed Auto Recycler opens themselves up to liability by completely ignoring the lethal effect of just one defective airbag sold from their business. The fact that selling a recalled part is illegal should also warrant action by our industry.

The second reason is the "Moral Responsibility" we have as good corporate citizens to protect the general public and hold ourselves responsible for our actions.

The third reason is the Bounty. The financial incentive for removing a product for a Cash Bounty should motivate all recyclers. Auto Recyclers dismantle vehicles and sell parts. Takata airbags are just another part to pull.

The Time & Labor Argument

As a previous business owner, I am acutely aware of the impact of time and labor on the bottom line. I also call BS when I see it, and I have heard some unconvincing reasons for not participating in the program:

Reason #1 We don't have the labor.

Response Did you pull parts for customers yesterday? Were they pulled, prepped, packed, and shipped? All packing materials and shipping for Takata airbags are provided at no cost. The question is, why aren't recalled airbags put on a work order or dismantling tag for removal just like any other part? And let's not forget . . . Takata airbags have No Warranty or Credit Issues.

Reason #2 It takes too much time to identify which vehicles have airbags.

Response Our mobile app VIN scanner takes less than 3 seconds to identify recalled airbags. Typing a VIN or copy/pasting from your YMS takes less than 20 seconds to enter our web software.

Reason #3 Removing airbags takes too much time.

Response On average, the Driver's side airbags take less than 5 minutes to remove. At \$55 per Driver's side airbag, that's \$11 per minute in revenue (\$55/5minutes). Most Passenger airbags take an average of 15 minutes or less to remove. At \$60 per passenger airbag, that's \$4 per minute.

We Don’t Need “New Year’s” Resolutions – We Need “All Year’s” Resolutions

As an Industry, we have recovered over 800,00 Takata Airbags. Let's make identifying Takata Recalls part of our normal business cycle; inventory, dismantle, get paid! It's the right thing to do! Thank You!

Want to kick start your Airbag program for 2022? Contact Paul the "Recall Guy" at pdadamo@coresupply.com or 401-458-9080. #YANKTHATBAG



MISSOURI AUTO & TRUCK RECYCLER MEMBERSHIP APPLICATION

Benefits of Membership

- MATR retains legislative services in Jefferson City to monitor proposed new laws, changes in current laws and proposed Rule changes all to protect the business interest of our members.
- MATR publishes a newsletter 6 times a year at no charge with the latest information on business tips, and other subjects ranging from insurance, updates on new products and services and more.
- MATR maintains a web site at www.matronline.com featuring information about the industry for consumers, A part search, newsletter archive, and an on-line membership roster with direct links to member web sites (if available).
- MATR produces an annual convention & trade show featuring exhibitors showing off their latest products and services. This is a great networking opportunity to share and learn from other recyclers. See what works and what doesn't.
- MATR maintains a relationship with the Sterling Group to provide credit card processing at a reduced rate for members.
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Associate Membership: Any entity or person not meeting the eligibility requirements for active membership as herein above provided shall upon the approval of the Membership Committee be eligible to become an Associate Member of the Association.

**All Missouri recyclers are encouraged to join MATR and
make a difference by getting involved.
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