



# Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

June/July 2016

**What's Inside...**

*From the President... Cover*

*MATR 2016 Legislative Session Report . . . . . 4*

*Johannes Auto Sales Wins BBB TORCH Award . . . . . 5*

*That's the Way We Have Always Done it! . . . . . 6*

*MATR 42nd Annual Meeting & Trade Show . . . . 8*

*MATR Member Listing . . . . . 9*

*Associate Member Listing . . . . . 9*

*MATR Membership Application . . . . . 10*

## From the President

*By Jason Tourville*

### Life is hard.

I thought I understood this until my third son was born. Jamison was 10 pounds, 11 ounces at birth and looked ready to join the Nixa High School sumo wrestling squad. I had no clue anything was wrong. 24 hours later he was in a jet headed to St Louis Children's Hospital. During the next two weeks in the NICU he was diagnosed with tetralogy of fallot, pulmonary atresia and a ventral septal defect. Basically his heart was plumbed incorrectly, he had no artery running from his heart to his lungs and had a hole in his heart. His plumbing ran in such a way that made it possible for him to live short term, but our cardiologist said he would require at least two open chest surgeries to repair the defects.

### God helps people.

My wife and I stayed at the hospital 24/7 for those first 2 weeks. One night, Jamison was very restless as I was sitting next to his bed. He was very strong for a newborn and had pulled out his breathing tube twice that evening. His nurse was considering sedating him to keep this from happening again. I was stressed out and took a walk downstairs to the chapel in the hospital. It was around 2 am and I was alone there. I asked God for help for my boy. I pulled out my pocket bible and opened it up. I read Psalm 4:8. "In peace I will lie down and sleep, for you alone, Lord, make me dwell in safety." I didn't read the bible much and had never read that verse before. The only thing I had to write on was a napkin. I wrote the verse out on it, went upstairs to the NICU and taped the napkin to the side of Jamison's bed. He slept the rest of that night and did not fight his breathing tube during the rest of our stay there.

Jamison is doing well today. His surgeon was able to repair his birth defect in one surgery instead of two at six months old. He will turn 18 soon, is 6'0" tall and built like a linebacker. He plays tuba, is on the school tennis team and is an amazing young man. God has helped him.



# *Introducing* **Checkmate Sales Pro!**

***Completely redesigned graphical sales workflow!  
Lightning fast and simple to navigate!***

- ✓ **Customer Relationship Management – view your customer’s sales, open quotes, returns, credits, and payment history while making your sale**
- ✓ **Easily sell multiple parts at once**
- ✓ **Includes the industry’s most advanced interchange:**
  - Car-Part Interchange Plus – new interchange for 24 additional parts
  - SmartVin and Smart Interchange eliminate non applicable choices
  - Alternative Vehicles - body style lookup for non-interchange and non-inventoried parts
  - Alternative Parts - body style lookup for non-interchange and inventoried parts
  - User Interchange so you can have it your way
- ✓ **Fully customizable results screen with vehicle and part images, and Car-Part request data**
- ✓ **Create Quotes, Work Orders, Invoices, Credits, and Returns with one click or keystroke**
- ✓ **Purchase Orders are automatically created**
- ✓ **Email barcoded Invoices**
- ✓ **Switch between tasks in a snap!**
  - Order Trakker (production management)
  - eBay (drag and drop images, including fitment; parts sold on eBay automatically marked as committed in Checkmate; parts sold at your location, immediately delisted off eBay)
  - QuickBooks
  - Car-Part reports

Another innovative product by

***Car-Part.com***



Call your friendly Checkmate salesperson  
for more info **859-344-1925**

# Missouri Auto & Truck Recyclers News

## MATR's 2015-2016 BOARD OF DIRECTORS

### Officers

#### President

##### Jason Tourville

Hwy 160 Import Salvage  
1421 S. Main St.  
Nixa, MO 65714  
(417) 725-2643  
jason@160auto.com

#### Vice-President

##### Miles Fanning

43 Auto Recycling  
5394 Hwy 43  
Joplin, MO 64804  
(417) 781-7904  
miles@43auto.com

#### Secretary

##### Chris Richardson

Rich Industries, Inc.  
4120 Winchester  
Kansas City, MO 64129  
(816) 861-3200  
chris@rich-industries.com

#### Treasurer

##### Eben Shantz

Modern Auto Parts  
7908 Alaska Avenue  
St. Louis, MO 63111  
(314) 638-6040  
eben@modernimports.com

### Ex-Officio

##### Brent Baumgarten

Countryside Auto & Truck Parts  
392 Zoar Church Road  
Wright City, MO 63390-1612  
(636) 928-6792  
brent@countrysideautoparts.com

### Board Members

#### Out-State

##### Colin Daugherty (2017)

Delta Auto Parts & Salvage, Inc.  
P.O. Box 236  
Portageville, MO 63873-0236  
(573) 379-5438  
deltaap@yahoo.com

##### Dennis Roberts, Jr (2016)

County Line Auto Parts  
641 N.W. 1801 Road  
Kingsville, MO 64061  
(816) 697-3535  
dennis@countylineautoparts.com

##### Curt Saxbury (2016)

St. James Auto & Truck Parts, LLC  
14655 Co. Rd. 3610  
St. James, MO 65559  
(573) 265-3294  
curt@stjamesauto.net

##### J.C. Shoemyer (2018)

J.C. Auto & Truck Parts  
901 County Lane Road  
Monroe City, MO 63456  
(573) 735-4800  
jshoemyer@jcautoparts.com

##### John Whitener (2018)

Auto Parts Company  
P.O. Box 77  
Moscow Mills, MO 63362-0077  
(636) 366-4966  
apc.moscowmills@centurytel.net

##### Dean Yancey (2016)

Yancey Auto Sales  
24067 Highway J  
Perry, MO 63462-2017  
(573) 565-3508  
dean@yanceyauto.com

### St. Louis

##### Brent Brockman (2017)

Brock Auto Parts & Recycling  
1907 Kienlen Ave.  
St. Louis, MO 63133  
(314) 371-4818  
brentbrockauto@gmail.com

##### Jack Sumner (2017)

Al's Auto Salvage & Sales  
1610 Lucas & Hunt  
St. Louis, MO 63133  
(314) 382-6112  
alssalvage@aol.com

### Kansas City

##### Ryan McDill (2018)

All Star Auto Parts  
3130 Wheeling Ave.  
Kansas City, MO 64129  
(816) 921-9999  
rjmgd9@hotmail.com

##### Steve Shaver (2017)

Late Model  
5420 East 10th Street  
Kansas City, MO 64127-1848  
(816) 483-8500  
steve@latemodelautoparts.com

### At-Large Members

##### Mark Baumgarten (2016)

Mack's Auto Parts  
295 River City Blvd.  
St. Louis, MO 63125  
(314) 638-5422  
sales@macksautoparts.com

##### Brad Schwartz (2017)

Liberty Auto Salvage  
3628 Cass Ave.  
St. Louis, MO 63113  
(314) 531-4141  
autotheatrics@aol.com

### Associate Members (2018)

##### Marty Satz

Insurance Consultants  
401 N. Lindbergh - Suite 322  
St. Louis, MO 63141  
(314) 994-0095  
mzsatz@swbell.net

##### Drew Van Devender

Car-Part.com  
104 S. Pine St, Ste. 2  
Florence, AL 35630  
(256) 765-2315  
drew@car-part.com

### Executive Director

##### Randy J. Scherr

101 East High Street, Ste. 200  
P.O. Box 1072  
Jefferson City, MO 65102  
(573) 636-2822  
(573) 636-9749 fax  
rjscherr@swllc.us.com



*Newsletter content and association membership inquiries should be directed to:*

**Randy J. Scherr**  
MATR Executive Director  
Email: rjscherr@swllc.us.com

### Publisher

*For information on advertising, please contact R.J. McClellan, Inc.:*

#### R. J. McClellan, Inc.

2357 Ventura Drive Suite 110  
Woodbury, MN 55125  
Phone: 651-458-0089  
Toll Free: 877-525-4589  
Fax: 651-458-0125  
Email: newsletters@rjmc.com

#### Ron McClellan

Advertising Sales  
**Sheila Cain**  
Managing Editor  
**Sheila Cain**  
Layout & Design

### Missouri Auto & Truck Recyclers News

Missouri Auto & Truck Recyclers News is an R.J. McClellan, Inc. Publication. All rights Reserved. The Missouri Auto & Truck Recyclers News is published six times per year for the Missouri Auto & Truck Recyclers Association. None of the material in this publication necessarily reflects the opinion of MATR, its officers, directors, staff, members or its Publisher. Statements of fact and opinion are the responsibility of the author alone. Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Articles may be edited for length.

Throughout this issue, trademarked names are used. Rather than place a trademark symbol in every occurrence of a trademarked name, we state we are using the names only in an editorial fashion, and to the benefit of the trademark owner, with no intention of infringement of the trademark. The mention of trade names, commercial products, or techniques does not constitute endorsement or recommendation for use.

## MATR 2016 Legislative Session Report

---

*By Randy Scherr*

As the 2016 Legislative session ended on May 13 the auto salvage industry looks back on one of our more successful sessions.

After beating back the insurance industry's over the last few years to open up the salvage pools to the public, no legislation was filed this year to do that.

A significant amount of time was spent on HB 2758 relating to the records salvage dealers and salvage pools would be required to keep and report on the sales of salvage vehicles. The bill was designed to assure that accurate records were transmitted to NMVITAS. The bill contained provisions similar to those passed last session that clarified the law on salvage vehicle titles not being changed in other states. The bill was filed late in the session and was given a hearing but it was not taken up on the House Floor. There were a few minor concerns expressed by witnesses at the hearing relating to reports private citizens would be required to submit as well as what information would be required to be obtained by a salvage dealer when selling vehicle to a private citizen. It is expected that the interested parties will meet over the summer and discuss possible changes so that a revised bill may be filed next session.

MATR also tracked several bills relating to towing companies contracting with political subdivisions. None of these bills passed.

A bill exempting the sale of vehicles older than 10 years from sales tax was once again filed for the 5th year. That bill failed to gain any traction because of the fiscal impact on state revenues.

Currently, scrap metal operators are exempt from the requirement to obtain an original certificate of title, salvage title, or junking certificate if a vehicle or its parts are more than 10 years old after certifying that there is no lien on the motor vehicle or more than 20 years old without the lien check requirement. Legislation was filed to repeal this law but it failed.

The General Assembly will be back in Jefferson City in September for a "Veto Session" when they will consider any bills vetoed by the Governor.

2016 will be a very important election year in Missouri with 5 of the 6 statewide offices up for election. In addition one half of the senate (17 seats), and all 163 house seats will be up for election this fall.

---

---

*From the President... continued from cover*

If you are up against it today, ask God for help. He cares about you. Our business is recycling things that are seen as a total loss. So is God's. He does it with people. He is the original recycler.

Missouri NEWS  
Auto & Truck Recyclers

**Reserved Ad Space**

**Call 877-525-4589 to reserve yours!**



## Johannes Auto Sales Wins BBB TORCH Award

Cape Girardeau, Mo., April 12, 2016 – Johannes Auto Sales of Jackson, Mo. is among three businesses and a charity that will receive TORCH Awards from Better Business Bureau (BBB) Serving Eastern Missouri and Southern Illinois at a reception on Thursday, April 28, at Ray's Plaza Banquet Center in Cape Girardeau.

James Johannes started rebuilding cars and selling them at age 14. His auto salvage business grew out of that. It has been in the same location on East Jackson Boulevard for 53 years.

"We're not a junkyard," said Donna Schuette, Johannes' daughter and co-owner of the business. The company sells and dismantles wrecked cars and sells used parts throughout Southeast Missouri, Southern Illinois, western Kentucky and northern Arkansas. Its inventory is computerized, and customers have access to parts nationwide.

Businesses and charities who apply for the TORCH Awards are evaluated for their commitment to customer service through exceptional standards for ethical business practices. A committee of previous winners chooses the award winners.

The TORCH Awards event begins with networking at 5:30 p.m. at Ray's Plaza Banquet Center, 3257 William St., Cape Girardeau. The award presentation begins at 6 p.m.

Tickets are \$25, which includes entry to the event and appetizers. There will be a cash bar. Amanda Hanson, reporter and anchor of KFVS12 in Cape Girardeau, will emcee.

In addition to the TORCH Awards, Jamie Hodge, a senior at Delta RV High School, will be recognized as the winner of a \$1,000 Student of Ethics award. The scholarship can be used toward college or trade school expenses.

Registration for the event is available online or by calling Joey Keys, Cape Girardeau BBB Regional Director, 573-803-3190 or [jkeys@capegirardeaubbb.org](mailto:jkeys@capegirardeaubbb.org).



### Quick Pay & Top Prices Since 1936

#### We Buy All Metals including...

- Insulated Copper Wire
- Aluminum & Brass Radiators
- Aluminum Wheels
- Catalytic Converters
- Starters and Alternators
- Scrap Iron & Steel
- Automotive Cast Iron

**P: 314.481.2800 • TF: 800.527.6865**  
**F: 314.481.4703**

*Pick Up Service Available.*

**6400 South Broadway • St. Louis, MO 63111**

### MATR Dates of Interest

**2016**

Sept.30 - Oct 1    MATR Annual Meeting  
Ameristar Casino  
Kansas City, MO

October 26-29    ARA 73rd Annual Convention  
& Expo, Baltimore, MD

## That's the Way We Have Always Done it!

*By Theresa Colbert*

Most of us are taking a look at what we need to do to make our lives "easier" "better" or to have "more quality time." This is when it may be the time for you to look at some of your policies, procedures and programs. Which ones are making your lives easier or better? What are you doing at your yard just because "that's the way we have always done it!" I like to tell my customers "just because that's the way you have always done it, does not mean that you are doing it right!"

I have been in this industry a LONG TIME. You know when you have been in the automotive industry a LONG TIME when your husband is having his knee replaced and right before surgery the Dr. says "Hospital policy says I have to ask his spouse: which knee are we replacing?" and my reply was "passenger side!"

The reason I shared this story (besides the fact that it's funny!) is that it shows how we get complacent in everyday things. I know that each and every one of you reading this has either heard or said:

- We don't broker
- We don't do aftermarket
- We don't want cores back
- We don't deliver
- We don't need eCommerce, images, instant messaging or anything to do with a computer

Well, I have to tell you this: WELCOME to the REAL WORLD!

I am 50 years old and did not know how to use a laptop when I came to work at Car-Part.Com. I am going to tell you "I hate windows 8!" But, that does not mean I am going to stop learning new things. My motto "it's not a day worth living if you don't learn something new" should actually be the name of this article. I now use a laptop, a tablet with windows 8 and carry 2 smart phones. Why? Because I know that in this world of technology I am going to have to adapt or get left behind.

Don't broker or do aftermarket? We now live in a world of instant gratification. If a customer needs a part and I don't have it I am going to push an Fkey and see who does. I am going to buy it, mark it up and get it to that customer so that he keeps calling my yard.

Don't want cores back? Read my article in last month's Power Source – cores are now a way of life. Not a big messy pile out back.

Don't deliver? Every time someone tells me that I ask if they will bring me a \$1000 engine to a shop that is 20 miles away. I have received the same answer every time! "Sure I will!" Then you do deliver! You just need to set up parameters of delivery areas and dollar amounts.

Don't need a computer and all of that "new" stuff that goes along with it? Back to the instant gratification – another yard is not going to be kept on hold if he can click on your car-part bubble and give you a P.O. for a part. A body shop or repair shop is not going to go back inside and look up each and every part if he can log onto Car-Part PRO and order the parts while he is standing next to the car. No pictures? Well, if you like

### Marty Satz

*Insuring the Salvage & Recycling Industry Since 1976*

*Please contact us for a  
Competitive Quote and ask Our Clients  
about our Exceptional Service*

**800-449-1151**



401 N. Lindbergh Blvd., Suite 322, St. Louis, MO 63141  
ph: 314.994.1151 | fax: 314.994.7494  
www.InsuranceConsultantsInc.com





sending someone out back 20 times a day to look at a vehicle instead of clicking on the picture, I guess that's your decision.

Actually, all of this is your decision. You, as a yard owner or manager has to decide if you are going to use the tools available to you or if you are going to keep "doing things the way we have always done it." You don't have to make all the decisions at once. Pick one thing to change and try it. If that works, try another. If something does not work for your business, you still learned from the experience.

As always, if I can help you in any way with moving your business forward in these areas, drop me an email: TheresaC@Car-Part.Com

Thanks and have a great month!

*Theresa Colbert is an on-the-ground representative for Car-Part.com. She goes into the dismantling yards and helps the customers decide which of the products in the Car-Part suite best fits their needs. With her background in aftermarket and from working "on the recyclers side of the counter" Theresa is a firm believer in our industry and the value that recycled parts have. With over 23 years of industry experience, she has seen the auto recycling world from almost every point of view. Theresa speaks at industry trade shows, give classes to recyclers and writes a monthly articles for trade publications.*

Theresa Colbert  
Car-Part.Com • 859-802-2382

## You want to sell more parts. It's not rocket science.

Hollander's exclusive relationship with eBay gives you access to millions of buyers. With Hollander's **eLink™** software, you can list in bulk directly from your inventory with no listing fees, saving you time and money.

When it comes to growing your business, it's clear – selling parts should be easy. And Hollander can help you do it, we've been doing so for the past 81 years.

**800-825-0644 | [www.hollandersolutions.com](http://www.hollandersolutions.com)**

Call your account manager today to find out what your inventory could be worth on eBay.



# Kansas City Here We Come!!!



**MATR is bringing its 42nd Annual Meeting and Trade Show to Kansas City-Ameristar Casino September 30-October 1, 2016**

**Our tentative schedule will include:**

- A reception with exhibitors on Friday
- Saturday morning breakfast with exhibitors
- Followed by the MATR Annual Membership Meeting
- Then off for tours of two (2) local yards,  
*Rich Industries and All Star Auto*



In lieu of a Saturday evening dinner and entertainment during the MATR Annual Meeting the Board has planned an evening at the Ballpark to network while watching the World Champion Kansas Royals take on the Cleveland Indians in the second last home game of regular season on Saturday, Oct. 1, 2016.

The Baseball Game will be a separate charge from the MATR Meeting Registration Fee. We anticipate the approximate cost of the all-inclusive (food, snacks, beverages, transportation and ball ticket) Baseball Suite- exclusive to MATR- to be approximately \$140 - \$160. Space will be limited.

**More information to come on both the Annual Meeting and the Royal Game event registration.  
We hope to see you at the MATR Annual meeting!**





## MATR Regular Members

<b>A-1 Auto Recyclers</b> 573-442-4343	<b>Frontier Auto &amp; Truck Parts</b> 660-359-3888	<b>Perrigo Body Shop</b> 660-397-2195
<b>Al's Auto Salvage &amp; Sales</b> 314-382-6112	<b>H &amp; W Auto Parts</b> 417-865-5747	<b>Pick-n-Pull Auto Dismantlers Kansas City</b> 816-231-1618
<b>Archway Auto Salvage &amp; Sales, Inc.</b> 636-671-1120	<b>Highway 160 Import Salvage, Inc.</b> 417-725-2643	<b>Pick-n-Pull Auto Dismantlers St. Louis</b> 916-681-3463
<b>Auto Parts Company</b> 636-366-4966	<b>Hillsdale Auto Parts</b> 877-385-9950	<b>Rascal Flats, Inc.</b> 660-388-6389
<b>B &amp; B Import Auto</b> 417-725-5296	<b>J.C. Auto &amp; Truck Parts</b> 573-735-4800	<b>Rich Industries</b> 816-861-3200
<b>Brock Auto Parts &amp; Recycling</b> 314-371-4818	<b>Jack's Auto Salvage</b> 636-947-6005	<b>Rogers Wrecking &amp; Salvage</b> 417-532-7460
<b>Busy Bee Auto Salvage &amp; Sales Inc.</b> 816-331-2156	<b>Johannes Auto Sales, Inc.</b> 573-243-3506	<b>Sorrels Auto &amp; Truck Parts</b> 573-445-4451
<b>Countryside Auto &amp; Truck Parts</b> 636-928-6792	<b>Keystone Fort Lauderdale, FL (LKQ Corp)</b> 954-492-9092	<b>St. James Auto &amp; Truck Parts, LLC</b> 800-264-3294
<b>County Line Auto Parts</b> 816-697-3535	<b>Late Model Auto Parts</b> 816-483-8500	<b>Thompson's Auto Sales</b> 573-223-7338
<b>Davis Auto Wrecking &amp; Sales LLC</b> 816-229-3432	<b>Liberty Auto Salvage Co.</b> 314-531-4141	<b>Trump Trucks</b> 877-238-7409
<b>Delta Auto Parts &amp; Salvage, Inc.</b> 573-379-5438	<b>Mack's Auto Parts, Inc.</b> 314-638-5422	<b>Vander Haag's, Inc.</b> 712-262-7000
<b>Fierge Auto Sales</b> 800-252-9025	<b>Midway Auto Parts, Inc.</b> 816-241-0500	<b>Yancey Auto Sales &amp; Parts</b> 573-565-3508
<b>Forty Three Auto Recycling</b> 417-781-7904	<b>Modern Imports, Inc.</b> 314-638-6040	
	<b>Mott Auto</b> 417-532-3914	

***Join MATR Today! Just see what we can accomplish together!***

## MATR Associate Members

<b>Alter Metal Recycling</b> Council Bluffs, IA 712-328-2601	<b>Grossman Iron &amp; Steel</b> St. Louis, MO 314-231-9423	<b>Marty Satz, Midwest Insurance Consultants</b> St. Louis, MO 800-449-1151
<b>Car-Part.com</b> Fort Wright, KY 859-344-1925	<b>Hollander, A Solera Company</b> Plymouth, MN 763-519-3231	<b>Peoria Disposal Company</b> Florissant, MO 314-432-0550
<b>Connell Insurance, Inc.</b> Branson, MO 417-334-2000		<b>Southern Metal Processing</b> St. Louis, MO 314-481-2800

**Be sure to consider our Associate Members FIRST for your business needs.  
Visit our website for full contact information [www.matronline.com](http://www.matronline.com)**

**Membership Renewal Notices have been sent out. Please send in your renewal today!**



## **MISSOURI AUTO & TRUCK RECYCLER MEMBERSHIP APPLICATION**

### **Why Should You Join?**

- The MATR retains the services of legislative counsel in Jefferson City to monitor proposed new laws, changes in laws and proposed rule changes.
- The MATR publishes a newsletter 6 times a year at no charge with the latest information on business tips on subjects ranging from insurance, to updates on new products and services and more.
- The MATR maintains a web site at [www.matronline.com](http://www.matronline.com) featuring information about the industry for consumers, a membership and associate member on-line roster with direct links to their web sites.
- The MATR produces an annual convention & trade show featuring exhibitors showing off their latest products and services.
- The MATR maintains an office reachable 24 hours a day, 7 days a week by phone or fax
- All this and more for only \$400.00 a year!

**Please Return to:**  
P.O. Box 1072  
Jefferson City, Missouri 65102-1072  
(573) 636-2822  
Fax: (573) 636-9749  
[www.matronline.com](http://www.matronline.com)

Date of Application: \_\_\_\_\_ New Member  Renewal

Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

Owner/Key Contact \_\_\_\_\_

E-Mail: \_\_\_\_\_

**Active/Regular Membership:** 1) Applicant must be any individual, corporation, firm, partnership, incorporated or unincorporated association or any other legal or commercial entity with ownership interest in an automobile and truck recycling business operated within the State of Missouri, 2) holds a valid Missouri salvage dealers license, and 3) derives a substantial portion of the income from the dismantling, sale and/or exchange of used automobile and truck parts provided, however, that a person, who does not possess an ownership interest in an automobile and truck recycling business operated within the State of Missouri but who is engaged as the full-time manager of such a business and would otherwise qualify for membership, with the written consent of the owner thereof not be denied membership.

**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.

**Please check one:**

Regular Member \$400.00

Associate Member \$275.00

Make check payable to:  
MATR  
P.O. Box 1072  
Jefferson City, MO 65102-1072

Additional Locations are charged \$200.00 annually

**Thank you for your support!**

You do so much to protect the environment.

Are you doing enough to protect your association?

Join the Missouri Auto & Truck Recycler Association and ...



- ... have your voice heard by government
- ... take advantage of training opportunities
- ... learn more about environmental issues
- ... keep up to date with the MATR news
- ... promote your industry through involvement
- ... and more!

Contact MATR offices at 573-636-2822 for more information  
(or see The Membership Application in this newsletter)

Support this newsletter, the Missouri Auto & Truck Recyclers News.



Consider placing an advertisement  
in the newsletter to support this  
publication for the association.

Ad pricing starts at only \$75.00 per issue.

Contact our publisher RJ McClellan, Inc. for more information about placing an ad.  
Layout fees waived with 1 yr./6 issue contract.

Contact RJ McClellan at 877-525-4589 or newsletters@rjmc.com

MATR0616



### Missouri Auto & Truck Recycler News

RJ McClellan, Inc.  
2357 Ventura Drive Suite 110  
Woodbury, MN 55125

Change Service Requested

PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**  
Twin Cities, MN  
Permit No. 7911

## Are You Paying Shipping for Supplies?

Brock Supply ships for free on orders over \$30,\* so our low prices are REALLY what you are paying.



**Their Price  
+ SHIPPING**



**Brock Price  
FREE Shipping**  
Why pay more???

### Order from Hundreds of Supplies!

Manual Tags & Forms  
Caps and Plugs  
Heat Tabs  
Adhesives & Sealants  
Engine Stands

#### Markers

Felt Tip  
Metal Tip  
Solidified Paint

#### Job Supplies

Windshield  
Transmission  
Shop & Yard  
Towing  
Engine

Storage  
Computer Supplies  
Shipping  
Phone Headsets  
Communication Equipment

#### Tools & Equipment

Reciprocating Saw Blades  
Cutoff Wheels  
Safety Equipment

#### Supplies Compatible with the Following Systems

Pinnacle  
Hollander  
Autoinfo  
Checkmate

# BrockSupply.com



VISA PayPal or Open an Account

1-800-528-4400