



# Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

August/September 2021

## From the President

By Chris Richardson

### Together We Can

Industry is constantly changing. The automotive recycling industry is no exception. Just within the last 5 years we have all experienced a massive shift from the ways we were doing business in the past. Automotive recycling is adapting & progressing toward the future, as well as rebounding from recent events. There is no place better to create business partnerships through networking, gain knowledge & see exciting new products & technology than the 2021 ATRI & MATR Convention & Trade Show happening October 29 & 30th in Alton, Illinois.

With the rising price of cars at the auctions we must find a more efficient & profitable way to buy. All of us could benefit from finding a way to do this. Who doesn't need to make more money? Additionally, we all know that online sales of auto parts have skyrocketed. But quality training is the key to profitable internet sales. Plus, many of you have expressed concerns regarding electric cars. As you know, electric cars = no more engines to sell. That's a big financial hit for the salvage industry. It is important that we all learn how to get the most profit out of electric cars. These are all issues that we will be faced with sooner than later. Now is the time for us to work together to help our industry grow & thrive. With that in mind, this year's show will feature speakers who are leaders in our industry & have experience with topics just like these, plus many more.

But don't worry, it won't be all work & no fun. There will be plenty of time for chatting with old friends, meeting new people & talking with fellow recyclers. By sharing ideas & experiences we gain valuable knowledge that can be adapted to meet the needs of your yard. All of our yards are unique, but our situations are similar. Talk-

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- vacant seat - (2021)

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marty@midwestici.com

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Jefferson City, MO 65102  
(573) 636-2822  
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rjscherr@swllc.us.com

## MATR Regular Members

#### A-1 Auto Recyclers

573-442-4343

#### Al's Auto Salvage & Sales

314-382-6112

#### Archway Auto Salvage & Sales, Inc.

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#### B & W Truck Repair, Inc.

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417-532-7460

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573-445-4451

#### Trump Trucks

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#### Vander Haag's, Inc.

712-262-7000

#### Yancey Auto Sales & Parts

573-565-3508

## MATR Associate Members

#### Alter Metal Recycling

Council Bluffs, IA  
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#### Car-Part.com

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859-344-1925

#### Grossman Iron & Steel

St. Louis, MO  
314-231-9423

#### Interstate Metal Processing

Jonesburg, MO  
636-256-7400

#### Marty Satz,

Midwest Insurance Consultants  
LLC

St. Louis, MO  
800-449-1151

Newsletter content and association membership inquiries should be directed to:

**Randy J. Scherr**, MATR Executive Director

Email: [rjscherr@swllc.us.com](mailto:rjscherr@swllc.us.com)

**Find information on membership  
including the membership application at  
[www.matronline.com/associate.html](http://www.matronline.com/associate.html)**

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Missouri Automobile and Truck Recyclers Association

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## Electric and Hybrid Vehicle Safety

*By Andy Latham, Salvage Wire*

Electric shock occurs when a person comes into contact with an electrical source. In these instances the human body becomes a conduit for the electricity between the source and ground, or earth.

Electric shock can cause different injuries depending upon the power of the electricity, the route through the body and the condition of the person being electrocuted. One of the most common injuries is electrical burns at the points where the electricity goes into, and comes out of the body; other injuries can include muscle contractions, loss of consciousness and fatal injury.

Whilst electric shock may not be fatal, it can cause long term damage including muscle contractions, memory disturbances, loss of balance, sleep issues and much more...

There are two types of electricity, Alternating Current (AC) and Direct Current (DC), and these can operate differently when touched by a human. Alternating current tends to push the person away most of the time, whilst direct current is a muscle contractor, which means that if you are holding the cable in your hand you cannot let go.

Direct current is used in high voltage batteries on electric and hybrid vehicles and this can be the most lethal, as only

a very small voltage can stop the heart from beating - an electric shock of between 70 and 90 volts DC, and 1/2 an amp is enough to stop the heart, and most electric and hybrid vehicles work at anything between 144 and 800 volts and from 100 to 800 amps.

Hence the need for accredited training, appropriate personal protective equipment, and manufacturers recommended practices when working on a hybrid or electric vehicle, especially one that has been accident damaged, flooded or at end of life.

Accredited training is set at different levels, commensurate with the work that is being completed:

- Level 1 or Awareness is suitable for vehicle sales team, parts staff
- Level 2 or Certified is suitable for collection drivers, dismantlers and those who are going to be working on the vehicle after it has been made safe to remove components (including high voltage).
- Level 3 or Authorised is for those working on the vehicle when it is live; I.e. the technicians making the vehicle safe to work on.
- Level 4 or Senior Authorised are the senior team members and they



can dismantle the high voltage components, repair them and put them back together again.

The technicians need high voltage gloves, boots and hand tools when working on the high voltage systems; they put a barrier around the vehicle to prevent untrained staff members getting close, disconnect the high voltage system following manufacturers instructions and then test to confirm that there is no high voltage left in the system. Once shut down, all of the energy is now stored in the high voltage battery, and once this has been removed and stored appropriately, the rest of the vehicle can be dismantled.

Store the battery correctly, never mix battery chemistry, keep them dry and store in such a manner that the battery cannot get crushed or punctured, and restrict access to the battery storage area - the high voltage has not been discharged, the energy is still stored in the battery so there is a risk of fire, electrocution or electrolyte leakage if not treated correctly.

If you do have a damaged battery then treat with extreme caution, the electrolyte in high voltage batteries is an alkaline solution, and if leaking can be extremely harmful to health, even in very small quantities. If a leak is suspected test the leakage using red litmus paper, and if the litmus paper changes colour to blue then the leakage is alkaline and needs neutralising, pour on the neutraliser, check again with litmus paper and once the litmus paper does not change colour then

the remaining fluid has been neutralised and can be washed away or wiped away.

Make certain that the electrolyte doesn't get onto your skin, into your mouth or into your eyes - if it does seek immediate emergency medical treatment!

Dangerous? - yes, if not handled correctly, if the right process, tools and PPE are used, then no. Don't forget we have dealt with highly flammable petrol and diesel for many years without too many issues; if we had had 130 years of electric vehicles and were now introducing a tank of flammable liquid under the back seat that we pipe to the front, compress and explode multiple times a second then there would be similar concerns and worries!

Stay safe out there, get trained, use the right tools and PPE and follow manufacturers processes!

Tools and PPE are available from EINTAC (<https://eintac.com>) and use Discount Code TS10 for 10% off

*About Andy Latham*

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

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



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# The Challenge of



## ...don't get left behind!

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

### Exclusive Trade Show Hours

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

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

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

*Exhibitor Exclusive Time:* This is a great opportunity to share your products with our industry members

### Seminars & Events include:

- *Budweiser Brewery Tour, 3PM Friday \$10/person*
- *Exclusive Trade Show Hours*  
Friday, 5PM to 10PM  
Saturday, 11AM to 2PM
- *Catalytic Buyers: Bid on a Box of "Cats"*  
During the Live Auction
- *Electric and Hybrid Cars; What you need to know!*
- *Mike Kunkle with "Maintaining a Positive Culture and How it Impacts Hiring"*
- *A look at Catalytic Convertors issues with Legends Smelting & Recycling*
- *Car-part.com: "eBay Sales, What's NEW?"*
- *Life after COVID, Round Table*
- *Give-a-way on Saturday night.*  
Must be present to win.
- **DINNER & CELEBRATION!!!!**  
Please join us for dinner and live music provided by *Deja Voodoo Band* and 70s & 80s music.  
You'll know all the songs! Dance the night away!!!

### IT'S TIME TO CELEBRATE!!!

All subject to change

### Sponsorships Available

*Thank you for your support!*

All sponsors will be acknowledged throughout the event!!!

#### EVENT SPONSORSHIP LEVEL

<b>GOLD SPONSOR</b>	<b>\$2500</b>
Prime exhibit space, Banner, & 10 minute "Radio spot" during lunch	
<b>SILVER SPONSOR</b>	<b>\$1500</b>
Prime Exhibit Space, Banner, & 5 minute "Radio spot" during lunch	
<b>BRONZE SPONSOR</b>	<b>\$1000</b>
Prime Exhibit Space & Banner	

#### Additional Sponsorships

<i>Friday Night Hors d'oeuvres</i>	<b>\$1200</b>
<i>Friday Night Cocktail Bar</i>	<b>\$1000</b>
<i>Elevator Wrap (\$/each, 2 available)</i>	<b>\$1200</b>
<i>Hotel Key</i>	<b>\$1200</b>
<i>Session Sponsor</i> (Multiple Sponsorships)	<b>\$700</b>
<i>Break Sponsor</i> (Multiple Sponsorships)	<b>\$500</b>
<i>Saturday Lunch</i>	<b>\$1500</b>
<i>Saturday Night Dinner</i>	<b>\$2000</b>
<i>Saturday Night Entertainment</i>	<b>\$1200</b>

**Let's come together to:**  
**Educate, Learn, Network, & Celebrate!**  
*All are welcome!*

**Help with Live Auction**

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

*Your donation and support is much appreciated!*

**Hotel Info**

**Best Western Premier - Alton**  
 3559 College Avenue • Alton, IL 62002  
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Special room rate if you mention

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Includes a full hot buffet breakfast on Saturday & Sunday and free parking.

**CUT OFF DATE is September 29, 2021**

**Contact information:**

Michelle Lechner  
 877/880-2874 fax: 877/747-7597  
 Email: ILLautorecyclers@aol.com

*Full payment is required and must be received with application. Space will not be held without payment & forms. We reserve the right to reject any application ATRI & MATR deems as inappropriate in nature. If a company's application is rejected, payment will be refunded. After acceptance of this application, all contract for space will be sent to the applicant. We accept checks payable to the*  
**Auto & Truck Recyclers of IL.**

**Exhibitor Registration**

Set up: Friday, October 29 2pm - 4pm  
 Tear down Saturday after 2pm  
 Show Hours: Friday, 5pm - 10pm • Saturday, 11am - 2pm  
**Best Western Premier - Alton**  
**3559 College Avenue • Alton, IL 62002**

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

Names for Badge(s): \_\_\_\_\_

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Email: \_\_\_\_\_

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**Exhibitor Space** *Make selections below.*

*Electricity, Internet, & Meals included with registration for up to 4 people. Exhibit tables are assigned as they are received on a first come, first serve basis.*

8' Shirted Table & 2 Chairs \$950 \$ \_\_\_\_\_

Extra Table & 2 Chairs \_\_\_\_\_ \$400 \$ \_\_\_\_\_

How many addl. tables \_\_\_\_\_ \$10/person \$ \_\_\_\_\_

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**All sponsors will be acknowledged throughout the event!!!**

Event Sponsorships . \$1000 / \$1500 / \$2500 \$ \_\_\_\_\_

Friday Night Hors d'oeuvres . . . . . \$1200 \$ \_\_\_\_\_

Friday Night Cocktails. . . . . \$1000 \$ \_\_\_\_\_

Elevator Wrap (\$/each, 2 available) . . . . . \$1200 \$ \_\_\_\_\_

Hotel Key . . . . . \$1200 \$ \_\_\_\_\_

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Break Sponsor (Multiple) . . . . . \$500 \$ \_\_\_\_\_

Saturday Lunch Sponsor. . . . . \$1500 \$ \_\_\_\_\_

Saturday Dinner Sponsor . . . . . \$2000 \$ \_\_\_\_\_

Saturday Night Entertainment Sponsor . \$1200 \$ \_\_\_\_\_

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Address (if different than above) \_\_\_\_\_

Card # \_\_\_\_\_

Exp. date \_\_\_\_\_ Credit Card Zip Code: \_\_\_\_\_

*From the President... continued from cover*

ing with colleagues is one of the best sources we can utilize.

The show is guaranteed to be a good time. There will be live music provided by Deja VooDoo & don't forget, there is always a great giveaway that every recycler has the opportunity to win. And this year we actually have two amazing prizes. Attending is a must for all Missouri Auto Recyclers. Don't get left behind. Help us build a community of auto recyclers that are ready to take on the future! We'll see you in Illinois!

## NEW "QC Counts" Seminar Debuts at URG 2021 - Boost Your Core and Catalytic Converter Profitability

*By Paul D'Adamo*

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

QC has everything to do with Cores and Catalytic Converters as these are substantial revenue streams. Our #1 priority of this Seminar is to change the

way you think of these products. Without a change in your thinking and decision-making, you will never achieve higher yields. Chasing the highest dollar cores is a moot point if the product is incorrect or damaged in the identification/pulling/packing phases. Watching the precious metals market price can also be an exercise in futility if you lose

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## Shrinkage and Profitability

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

## Core Companies Should Be Your #1 Customer

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

## 6 Common Issues Related to Core Part Quality

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

a process for your employees to follow and you to manage.

## What Are The Most Expensive Words In Business?

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

Automobiles are one of the most recyclable products on the planet. Our

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

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

Questions on QC Counts? Contact Paul the “Recall Guy” at [pdadamo@coresupply.com](mailto:pdadamo@coresupply.com) or 401-458-9080

## Marty Satz



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# 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](http://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.
- MATR maintains an office reachable 24 hours a day, 7 days a week by phone or fax.

Date of Application: \_\_\_\_\_

New Member

Renewal

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

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

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

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

County: \_\_\_\_\_

Owner/Key Contact Name: \_\_\_\_\_

Owner/Key Contact E-Mail: \_\_\_\_\_

Please check one:  Regular Member \$400.00  Associate Member \$275.00  
*Additional Locations are charged \$200.00 annually*

### CHECKS SHOULD BE PAYABLE TO MATR

**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.

**All Missouri recyclers are encouraged to join MATR and  
make a difference by getting involved.  
Support your state association and reap the benefits!**

**Please Return to:**  
P.O. Box 1072  
Jefferson City, Missouri 65102-1072  
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## Inventory Buddy

### Inventory Buddy Shortens Your Time for Inventory Entry!

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



### Inventory Buddy \$1,500 Annually

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

## Bid Buddy

- ▶ **NEW! Triple Score helps** customize your buying with 3 QCI Buyer Profiles labeled red, white, and blue. Now you can have three strategies to your buying and all displayed within the vehicle evaluation. Late model for mechanical parts and older models for body parts.
- ▶ **NEW! NSVRP Icon** is either a green ladybug meaning there are no recalls on this VIN or a red ladybug meaning there are recalled parts. Be safe and don't bid on or sell recalled parts.
- ▶ **NEW! Bid Buddy now shows you Global Reruns** and shows every instance this VIN has been at auction. This Mercedes was at auctions 7 times and sold 3 times from all 3 major auction houses. Bid Buddy retains the images from each auction run so you can see any changes in condition.
- ▶ **NEW! Auction images are integrated** in Bid Buddy in the Bid Screen. Just hover over a part type and the images appear for quicker and easier damage selection.
- ▶ **Evaluates auction website inventory** in seconds. Lists the vehicles by the highest degree of need so they will turn faster and avoid the duds.

### Bid Buddy \$1,800 Annually

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