



Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

October/November 2011

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Auto Recyclers can do a Lot to Save the Planet -- if They're Utilized.

By Clint Wilson, B-Car director/past chair

Save the planet. Go green. Help the environment; lessen your carbon footprint. These statements are all around us as the world becomes more environmentally conscious but the question still must be asked. Why is the auto recycling industry so overlooked in this day and age of reducing and reusing? The general public must do its best to remove those old images of junkyards and scrap heaps from its collective mind, and begin to see the modern automobile recycling facility for what it really is, a clean, well run, well organized, technologically advanced business, an essential part of the automotive industry, and most importantly a savior to the environment.

Although the global image of recycling in general seems to be on the upswing, if one looks at the roll of the human race with regards to environmental conservation over time, we are now nearly at our historical worst. Archeological studies of ancient human refuse dumping show that our ancestors threw away very little. In times when natural resources and raw materials were not so easily attainable people conserved and reused as much as they possibly could. Even after the onslaught of the industrial revolution, ragmen collected old clothes and other textiles to sell back to manufacturers to be remade into certain types of wool, meanwhile dustmen collected chimney soot and ash to be reused as base materials in the brick making industry.

Yet with the advent of inexpensive plastics and cheap overseas labor we have in recent times truly become a throwaway society. Think of the cardboard and blister packaging alone required (according to manufacturers) to securely store products and make them appear more appealing as they wait on shelves for the groping hands of hungry consumers. Our landfills are brimming with materials that were never once used for anything but packaging around the barely used products that lay beside them. And it seems that we as a whole are no different with our automobiles or the

Auto Recyclers can...continued on page 4



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Missouri Auto & Truck Recyclers News

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.

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MATR Legislative Update

By Brian Bernskoetter, MATR Lobbyist

Governor Jay Nixon has called the Legislature into a Special Session beginning September 6th to address a number of issues in the hopes of stimulating Missouri's economy and creating jobs.

The centerpiece of the legislative call is the creation of an Aerotropolis tax credit program to incentivize the Chinese to make Lambert Airport a major distribution hub in the United States. Along with the Aerotropolis tax credit, the Governor has asked the Legislature to enact comprehensive tax credit reforms to scale back, cap or eliminate many of these programs.

Other features of the special session call aimed at economic development include: the creation of the Missouri Sciences and Innovation Reinvestment Act,

consolidating current business incentive programs in the Dept. of Economic Development, tax incentives for development of certain data centers, the creation of a tax credit program to attract large sporting events.

The Governor has also included a few other items in the special session call that do not directly relate to job creation or economic development. Those include: returning control of the St. Louis Police to the Mayor of St. Louis, creating a tax amnesty program for the Dept. of Revenue, and moving Missouri's Presidential Primary from February to March.

The session will coincide with the Veto Session that is scheduled for September 14th.

Auto Recyclers can...continued from cover...

parts with which we choose to repair them. Most new parts, whether they are original equipment or aftermarket, come in one form of over excessive packaging or another.

We love our cars and the auto manufacturers know this all too well. Their mandate seems to be to put the world's population into brand new vehicles as often as possible. But what of the older cars and trucks that still abound? Many are still quite useable, some needing only minor repairs to continue on providing transportation for years to come, while others may be past their usefulness as a whole but can look forward to a secondary life at a certified auto recycler, providing valuable parts at huge savings to other wanting vehicles. Yet some programs would see these units go straight to shredders for steel recycling. Now there is no suggestion made in

this article that the recycling of steel doesn't do its part to help keep the planet clean, but the direct shredding of vehicles only sees the recycling of steel and other metals, while all plastics, fabrics, foams and glass, which are often polluted with hazardous waste, end up in landfills. There are far better uses for these wayward cars and trucks before they are melted down and turned into beer cans, refrigerators and yes, more new automobile parts.

Direct recycling can and must be utilized. Remember, there are a plethora of tested and/or inspected fenders, doors, hoods, trunk lids, windows, headlights, tail lights, engines, transmissions, transfer cases, differentials, suspension and steering components, alternators, starters, dashboards, seats, interior and exterior trim, radios, wheels, tires, batteries, etc. out there at your local auto recycling depot right now, in great condition, already manufactured for their intended purposes, and ready to install onto

other vehicles so that their lives may be extended. This is recycling in its true sense, the reuse of a product for its original intended purpose without melting it down and/or changing it in any way, shape or form. And let us not forget to continue to drive home the fact that there are thousands of dollars out there in available savings to the general public when they reuse auto parts.

But, as mentioned, this is still quite a disposable world in which we live and the general trend of society still seems to lean toward most products being purchased new these days. Again, humanity needs to collectively look at the auto recycler as the first and best solution for any vehicle repair. Automotive recyclers have most parts to repair most vehicles right now, be it a mechanical breakdown or collision repair. Insist on recycled parts for your next automotive repair!

Another extremely important area in which auto recyclers help to preserve and clean up the environment is the processing of these end-of-life vehicles or ELVs in a safe and Earth-friendly manner. Today nearly all automobile recyclers adhere to at least some form of environmental management plan and their workers are trained professionals who remove and dispose of hazardous fluids and dangerous waste materials properly and in the safest manner possible. Oils, including engine, transmission, differential, steering and brake fluids along with both engine and windshield-washer antifreeze are removed and stored in two-part contain-

ment units (the secondary containment being an emergency catch basin should the primary container ever fail or become damaged) until such a time as they can be picked up by qualified transporters to be shipped off for recycling.

Batteries and tires, when too spent or worn to be sold back to the public for direct re-usage, are also removed, handled and stored in a safe manner before being shipped off for further recycling.

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Mercury switches, containing mercury, an extremely toxic metal and a dangerous pollutant of lakes and streams, are properly removed and shipped off to qualified professionals. It should be noted that one gram of mercury will pollute an eight hectare, or twenty acre, lake to the point where the fish are inedible for one year, or to paint a different image, each mercury switch contains approximately 85 milligrams of the deadly element, which is enough to contaminate 15 Olympic-sized swimming pools (Environment Canada) and this is only the smallest quantity of the hazardous fluids that each and every ELV contains. So any alternative to qualified automotive recyclers handling these automobiles is basically unthinkable.

So here we have the vicious circle. Many end-of-life-vehicles are still crushed wet (without first being properly drained and processed) by tow companies and other non-qualified entities, and sent directly to shredders and beyond, where vast amounts of energy will be expended to eventually remake these cast-away clunkers back into reusable steel. While other ELVs sit at certified recyclers, albeit properly processed and handled, but with next to none of their quality inspected and in many cases tested parts being brought back into usage as a society trained to admire colorful cardboard and shiny blister packaging drives on by to purchase brand new parts at a higher cost, both financially and environmentally. So due to space constraints the hapless recycler is forced to eventually crush and cast off many usable parts; a sad plight for us all to say the least.

In short, for those who want to become more environmentally conscious, make sure all ELVs find their way to a proper auto-recycling depot. And the next time your car, truck, van or SUV needs repair of any kind, be it mechanical, collision or other, insist that the repair facility utilize recycled parts from a certified and associated professional automotive recycler. They're all around you. Please call or visit one today.

This story appeared in the January 2010 issues of Canadian Auto Recyclers magazine.

MATR 2011 Annual Meeting

FRIDAY, NOVEMBER 18, 2011

4:00 P.M.—6:00 P.M.	Registration and Check-in	Grand Glaize Room
6:00 P.M.—8:00 P.M.	Reception & Tour Exhibits <i>Sponsored by Advantage Metals</i>	Grand Glaize Room

SATURDAY, NOVEMBER 19, 2011

7:30 A.M.—8:30 A.M.	MATR Board Meeting	Toadcove Room
7:30 A.M.—9:00 A.M.	Breakfast & Tour Exhibits	Osage/Gravois Room
9:00 A.M.—9:45 A.M.	Annual Membership Meeting Election of Officers and Directors Legislative Update Membership Update Association Activities Update	Grand Glaize Room
9:45 A.M.—10:30 A.M.	“Economics of Moving Scrap and Parts” Panel– Loyd Shantz, Ron Smith, Dan Richardson, and Jason Tourville	Grand Glaize Room
10:30 A.M.—10:45 A.M.	Break	Grand Glaize Room
10:45 A.M.—12:00 P.M.	“Dismantling a Hybrid” Butch Lysholm, Oaire, Edina, MN	Grand Glaize Room
12:00—1:30 P.M.	Lunch & Tour Exhibits	Osage/Gravois Room
6:00 P.M.—7:00 P.M.	Cocktail Hour <i>Sponsored by Car-Part.com</i>	Kinderhook Ballroom
7:00 P.M.—8:30 P.M.	Dinner & Entertainment	Kinderhook Ballroom

SUNDAY, NOVEMBER 20, 2011

11:00 A.M.	Check-out	Hotel Lobby
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Make Plans Now to Attend the MATR Annual Meeting!

Registration information/details can be found on our website
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- 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 worldwide web site at 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.
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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.

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ARA Calls on Congress to Review Implementation and Enforcement of the National Motor Vehicle Title Information System (NMVTIS)

In a press release issued last week, ARA urged Congress to review implementation and enforcement of NMVTIS when they return from recess this week. In the release ARA said, "As a result of Hurricane Irene and historic flooding across the eastern seaboard, vehicles in Connecticut, New Jersey, New York, North Carolina, Virginia and Vermont have been submerged



in water. Now more than ever, it is essential that NMVTIS be fully implemented and the underlying statute enforced to help prevent the unknowing sale of these flood damaged vehicles." ARA CEO Michael Wilson said, "After Hurricane Katrina, the Department of Justice (DOJ) reported that truckloads of flooded vehicles were taken out of Louisiana to other states where they were dried out, cleaned, and sold to unsuspecting consumers in other states. NMVTIS must be fully implemented and utilized to prevent this from happening again," added Wilson. Such fraudulent and unsafe practices can only be stopped if all states participate fully in NMVTIS and all "individuals" and "entities" that are required to report to the system are held accountable. Regrettably, DOJ has limited resources to do this. Congress should intercede and permit individual state enforcement agencies to work more closely with DOJ to identify and implement efficient methods to increase participation.




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Automotive Tires in Short(er) Supply?

An apparent shortage of tires, due to tire plant closings as well as rising demand for low-volume specialty tires exists, resulting in automakers paying higher prices while tire makers gain pricing power.

Continental Tire's Vice President of original equipment in the Americas, David O'Donnell, admits they can't keep up and are "at maximum capacity...all shifts are maxed out." To meet the demand, plants in Brazil and Illinois will be expanded and a new factory built somewhere in North America. The expansions will help, but are not expected to be in full production until 2013.

Automakers in the U.S. and Canada will buy 62 million tires for new vehicles this year, forecasted by the consulting firm IHS Automotive. That's an increase from 55 million tires in 2010 (almost 12%) - by 2016, that number



could rise to more than 79 million units.

Why the decline in tire factories? Before the recession, in 2006 and 2007, four U.S. tire plants closed. More tire sizes and low-volume specialty lines reduced a standard tire plant's capacity and factories. This eliminated close to 71 million units in the U.S. Now, the increasing costs of rubber, steel and other materials used in the process of manufacturing the tires have tightened the supplies and driven the costs higher.

Meanwhile, tire manufacturers such as Continental, Michelin North America, Goodyear Tire & Rubber Co. and others, have raised prices several times over the years to offset these supply costs. This is a good indicator of what's going on in the original-equipment market.

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Federal Trade Commission Affirms Use of Recycled Automotive Parts in Warranty Repairs

In a letter to ARA Chief Executive Officer (CEO) Michael Wilson, the Federal Trade Commission (FTC) this week affirmed the use of recycled automotive parts in warranty repairs. In the letter, the FTC says: "Warrantors may not claim that a warranty is void simply because a consumer has used an authorized or recycled part."

"Tying warranties to the use of new, authorized replacement parts is illegal under the Magnuson-Moss Act," said Wilson. "Several months ago we asked the FTC to review position statements by several automobile manufacturers that implied that recycled parts are lesser quality parts than new OEM parts and that there use could void a manufacturer warranty," said Wilson.

ARA raised concerns with the FTC that the position statements of the automobile manufacturers might mislead consumers into thinking that using recycled parts in a repair could void their warranty. As a result, the FTC announced the update of a consumer alert entitled Auto Warranties, Routine Maintenance, and Repairs: Is Using the Dealer a Must? The revised alert specifically notes that the mere use of recycled parts does not void a warranty and that it is illegal for warrantors to void a warranty or deny coverage simply because a recycled part was used. An updated version of the alert can be found here.

Since 1943, the Automotive Recyclers Association ("ARA") represents an industry dedicated to the efficient removal and reuse of "green" automotive parts, and the proper recycling of inoperable motor vehicles. ARA represents the interests of over 4,500 auto recycling facilities in the United States and fourteen other countries around the world. With programs such as the Certified Auto-motive Recycler Program (CAR) and other partnerships, ARA members continue to provide consumers with quality, low-cost alternatives for vehicle replacement parts, while preserving our environment for a "greener" tomorrow.

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Feasibility Study of Automotive Battery Recycling Industry

Britain's national agency for business-led technology studies, the Technology Strategy Board, has granted almost £500,000 (more than \$804,000) to six companies to conduct seven feasibility studies

on different aspects of the recycling and/or re-use of batteries for low- and ultra-low carbon vehicles.

Studies will include ways to maximize battery life, cost-effective recycling and address concerns on the sustainable reuse and recovery of raw materials from the automotive batteries, as Andrew Everett, the board's head of transport, explained. Results of these studies are expected to direct commercial opportunities as well as establish an automotive recycling industry in Britain.

Axeon, one of the companies awarded the funding, will lead the electric-vehicle battery recycling research. Axeon, will look at how to determine end-of-life, which appears to be a major issue with automotive batteries for manufacturers and the consumer. They aim to ultimately develop a UK battery-recycling industry for these end-of-life batteries, which is currently non-existent.

Lawrence Berns, Axeon's chief executive officer, explains that, "The issue of end-of-life for

MATR Dates of Interest

October

11-15 **ARA Convention & Expo**
Westin Charlotte & Charlotte Convention Center in Charlotte, NC

November

18-20 **MATR Annual Meeting and Convention**
*Camden on the Lake
Lake Ozark, Mo*

January '12

4 **Legislative Session Convenes**

batteries in hybrid and electric vehicles is incredibly important to OEMs and car buyers alike, particularly in respect of the economic and environmental considerations" and continues that, "Our project will help to define industry standards and

best practice for battery recycling, which will be key to the mass commercialization of battery-powered vehicles."

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EPA Announces Timeline for Reconsideration of Air Toxics Standards for Boilers and Incinerators

Automotive Recyclers' Small Boilers Practice Unaffected!

As part of a legal filing, EPA has set a new schedule for issuing updated air toxics standards for boilers and certain solid waste incinerators. To ensure that the Agency's standards are based on the best available data and the public is given ample opportunity to provide additional input and information, EPA will propose standards to be reconsidered by the end of October 2011 and issue final standards by the end of April, 2012. The effective date of the standards for boilers located at area sources (those automotive recyclers use to burn used oil for fuel) however, remains unchanged. Those standards which provide for the continued practice of burning used oil for fuel without additional regulation were effective May 20 of this year.

As reported earlier, existing small boilers would not be required to meet emission limits. However, they would be required to meet a work practice standard by performing a boiler tune-up

every 2 years. EPA believes that by improving the combustion efficiency of the boiler, fuel usage can be reduced and losses from combustion imperfections can be minimized. Minimizing and optimizing fuel use will reduce emissions of mercury and all other air toxics.

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400 Attend the Car-Part Industry Conference

Ft. Wright, KY – August 4-6, 2011

FT. WRIGHT, KY, Aug. 16, 2011 – Auto recyclers from across the US, Canada, Mexico, and Australia came to experience exciting new product solutions from Car-Part.com. Thirty-two classes were offered, nine of those being new. Rob Rainwater gave insights into auto recycling sales management and techniques. Industry-related classes were presented by recyclers,

core buyers, and HR professionals, and an aftermarket quality program was discussed by Dan Morrissey, ABPA's chairman. DJ Harrington emceed the event.

Recyclers were thrilled to be among the first to be configured for Car-Part Pro™, the new search engine designed for professional repairers. Coaches helped recyclers configure their best options for extended warranties, accurate delivery times, and brokering.

They were eager to get their hands on the currently available CrashLink™, which provides OE interchange, diagrams, and a pricing calculator that helps value assemblies, interchange and non-interchange parts for collision repair pricing.

Other new product presentations included Real Time Barcoding™; vehicle and part imaging for Checkmate®, Car-Part Pro, and eBay®; Checkmate Workstation™; Order Trakker™; new features of Car-Part Messaging™; Coremate™ and many more.

One-on-one training sessions were packed on Saturday afternoon.

At the end of a busy and productive first day, recyclers were treated to a night on a riverboat to relax and network while enjoying the banks of the Ohio River and the Cincinnati skyline. On Saturday, they toured Foreign Auto Salvage, Car-Part's headquarters, and one of Car-Part's two data centers, which combined house 500 servers!

Joel Larson of Al's Lynwood Truck Parts remarked, "Whatever you people are doing, keep it up. I've not seen excitement in the industry like this since the days of Autoinfo!"



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Terry Westedt, Weller Auto Parts Inc.

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Missouri Auto & Truck Recycler News

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