



Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

December 2014/January 2015

From the President

By Mark Baumgarten

I would like to take a minute and start off by thanking all of the officers and board members, including Randy Scherr and his staff of Sarah and Brian, for helping MATR have another great year. We couldn't do what we do without all the help and support of each and every one of you.

There are many things involved in running a small business. You have multiple daily activities to deal with such as buying, selling, inventory, and most importantly personnel issues. Personnel issues, including the hiring, training, and keeping the peace, could be the most critical piece of the puzzle. Dealing with all these areas of a small business typically involves balancing different personalities. For example we treat a happy customer differently from a less satisfied one. When an unhappy customer comes at you, you tend to go on the defensive and that is something we all deal with differently. Some people go towards the path of least resistance while others attack that person and put the blame on them. It's not always what the end result is but how we get there that is most important. I generally like to listen to the issues and find a middle ground. This is often difficult due to the fact that by human nature many people don't want to admit when they are wrong. I feel that, right or wrong, it is just as important to keep a customer happy as it is to keep myself and/or my other staff members happy. By all of us working together and getting along, it helps to make for a happy and healthy work environment. Dealing with all these different aspects in a small business is different for each of us. We all have different personalities and therefore we all tend to deal with and react in different ways. What's right for one person is not always right for another and we are all in an industry where this couldn't be more true. Auto recyclers come in many different shapes and sizes and can be successful in many different ways. I would like to finish by wishing everyone a Happy New Year and prosperous 2015.

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Legislative Update

By Brian Bernskoetter

2014 Elections Review of House and Senate Races

Missouri House-- In the Missouri House of Representatives the Republicans added to their majority by picking up 7 seats via election wins and 1 seat via party switch giving them 118 Republican members to 45 Democrat members. There will be 33 new freshman legislators in the House--27 Republicans and 6 Democrats. Five incumbents lost their reelection bid--Representatives John Mayfield, John Wright, Vicki Englund, Mike Frame and T.J. McKenna.

This pick up was significant because it is well beyond the 109 margin needed for a veto proof majority and was in spite of renewed funding efforts by statewide Democrat officials to bolster the numbers of

Democrat Legislative Members. This is the largest majority by either party since the Democrats held a 118-45 majority in 1981.

Missouri Senate--The Missouri Senate Republicans had a net gain of one seat with wins in 22nd Senate District (Jefferson County) by Republican Paul Wieland and in the 10th District (Central Missouri) by Republican Jeannie Riddle offset by a win by Democrat Jill Schupp in the 24th District (St. Louis County) currently held by Republican John Lamping. This brings the Senate Republican majority to 25-9. There will be 6 new senators in the 2015 general Assembly--5 Republicans and 1 Democrat.

2015 Legislative Preview

The big question next year will be how much Governor Nixon can do with a General Assembly that differs ideologically on so many issues, particularly on such hot button issues as Medicaid expansion and tax credit reform.

With solid majorities in both the House and the Senate we anticipate the Republicans will push the Governor to negotiate on items of importance to the majority including: tort reform, economic development and right to work.

Tax revenue for the state continues on a slightly upward trajectory with this year averaging up over 4 percent. While this will not bring revenues back to prerecession figures it marks the second straight year of projected increases.

MATR Dates of Interest

January 2015

7 Legislative Session Begins

May 2015

15 Legislative Session Ends

October 2015

4-10 ARA Annual Meeting
Charlotte, NC



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Vehicle Lift & Hoist Safety

By David Kendziorski

There are no OSHA certification programs or specific standards for vehicle lifts and hoists. However, certain aspects of lift installation may be governed under OSHA's Construction Standards, and lift operation and maintenance may be covered under OSHA's General Duty Clause when conducting inspections and issuing citations. In other words, OSHA covers vehicle lifts at a workplace as it does any other potentially dangerous activity.

However, the Automotive Lift Institute, Inc. (ALI), a trade association of US and Canadian lift manufacturers and distributors, has established an excellent set of safety standards, certifications, and training materials for the construction, installation, operation, testing, and inspection of vehicle lifts. The standards have been approved as American National Standards by the American National Standards Institute, Inc. (ANSI). Although not specifically approved or endorsed by OSHA, the ANSI/ALI standards, training, and certification materials represent a solid, comprehensive safety program for vehicle lifts. The standards address many different types of lifts, including in-ground lifts, surface-mounted lifts (two post and four post), mobile lifts, and scissors lifts. The lifts may employ pneumatic cylinders (compressed air), hydraulic power systems, and/or mechanical systems.

ANSI/ ALI guidelines call for third-party product certification and meeting the following standards:

1. ANSI/ALI ALCTV-2011, Standard for Automotive Lifts - Safety Requirements for Construction, Testing, and Validation
2. ANSI/ALI ALOIM- 2008 (R2013), Standard for Automotive Lifts - Safety Requirements for Operation, Inspection, and Testing
3. ANSI/ALI ALIS- 2009, Standard for Automotive Lifts - Safety Requirements for Installation and Service

The standards address the following topics:

- Vehicle lift models certified under the ALI third party certification and labeling program

- Lift selection, placement, and installation
- Installer qualifications, training, and responsibilities
- Troubleshooting
- Lift operator qualifications, training, and responsibilities
- Periodic qualified inspection procedures, training, documentation, frequency (per manufacturer recommendation), and inspection points
- Planned and repair maintenance and service procedures, personnel qualifications, training, documentation, and frequency

Vehicle Lift Safety Tips

Post these safety tips where they will be a constant reminder to your lift operator. For information specific to the lift, always refer to the lift manufacturer's manual

1. Inspect your lift daily. Never operate if it malfunctions or if it has broken or damaged parts. Repairs should be made with original equipment parts.
2. Operating controls are designed to close when released. Don't block or override them.
3. Never overload your lift. Manufacturer's rated capacity is shown on name-plate affixed to the lift.
4. Positioning of vehicle and operation of the lift should be done only by trained and authorized personnel.
5. Never raise vehicle with anyone inside it. Custom-

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ers or by-standers should not be in the lift area during operation.

6. Always keep lift area free of obstructions, grease, oil, trash, and other debris.
7. Before driving vehicle over lift, position arms and supports to provide unobstructed clearance. Do not hit or run over lift arms, adapters, or axle supports. This could damage lift or vehicle.
8. Load vehicle on lift carefully. Position lift supports to contact at the vehicle manufacturer's recommended lifting points. Raise lift until supports contact vehicle. Check supports for secure contact with vehicle. Raise lift to desired working height. CAUTION: If you are working under vehicle, lift should be raised high enough for locking device to be engaged.
9. Note that with some vehicles, the removal (or installation) of components may cause a critical shift in the vehicle's center of gravity, and result in raised vehicle instability. Refer to the vehicle manufacturer's service manual for recommended procedures when vehicle components are removed.
10. Before lowering lift, be sure tool trays, stands, etc. are removed from under vehicle. Release locking devices before attempting to lower lift.
11. Before removing vehicle from lift, position lift arms and supports to provide an unobstructed exit (See item # 7).

Source: Automotive Lift Institute

Resources

1. Lifting It Right: A Safety Manual from the Automotive Lift Institute (ALI SM10-1).
2. "Lifting It Right", Version 3.0. A 24-minute safety video presentation (DVD) from the Automotive Lift Institute, Inc.
3. Student Quiz and Instructor Answer Sheet from the Automotive Lift Institute, Inc.
4. ANSI/ALI Standards (listed above) are available from the Automotive Lift Institute, Inc. or from various vendors.
5. Quick Reference Guide: Vehicle Lifting Points for Frame Engaging Lifts, Domestic and Imported Cars and Light Trucks, Model Years 1991-2014. Automotive Lift Institute, Inc. (ALI/LP - Guide).

Contact

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Digital Disaster Prep: Are You Ready?

CHICAGO – September 5, 2014 - Smartphones offer a world of knowledge and information at your fingertips. Keeping your phone at hand is second nature, so why not take the time to turn it into a life-saving device in times of emergencies?

Disaster preparedness begins with knowing your risks, making a communications plan and having an emergency supply kit with essentials such as water, food, flashlights and medications. Go beyond the basics to enhance your readiness with the following digital tools and tips:

- Program important phone numbers into your contacts. Make sure your contact list includes friends, loved ones and anyone else you may need to rely on or reach out to in the event of a disaster. Include doctors, pharmacies, day care and dog walker contacts to ensure you can take care of yourself and your family's needs.
- Plan to use text messaging. During and after a disaster, phone lines usually become overwhelmed. Texting can help you check on your friends and family, leaving the phone lines open for emergency use.
- Retain power, even when power is out. Consider investing in solar powered or hand crank chargers, and/or external cell batteries to extend the life of your smartphone in case of blackout. In the event of a power outage, remember to con-

Get safety information sent directly to your phone. Below is a list of disaster specific keywords you can use to sign-up for bi-monthly safety tips via text message:

- Hurricanes: text HURRICANE to 43362 (4FEMA)
- Home fires: text FIRE to 43362 (4FEMA)
- Wildfires: text WILDFIRE to 43362 (4FEMA)
- Tornadoes: text TORNADO to 43362 (4FEMA)
- Earthquakes: text EARTHQUAKE to 43362 (4FEMA)
- Winter storms and extreme cold: text WINTER to 43362 (4FEMA)
- Power outages: text BLACKOUT to 43362 (4FEMA)
- Floods: text FLOOD to 43362 (4FEMA)
- General monthly safety tips: text PREPARE to 43362 (4FEMA)

Please note: If subscribing to more than one list, send a separate text for each disaster type you would like to subscribe to. There is no limit to the number of subscriptions. Sending STOP will automatically unsubscribe you from all our lists.

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- Use social media to stay informed. Connect with your state and local public health and emergency management agencies on Facebook and Twitter to stay up-to-date on safety information before, during and after a disaster. You can also follow FEMA online at twitter.com/femaregion5 and facebook.com/fema.
 - Identify your important documents and electronically store them in a safe space. Scan important records such as household records, medical records, and financial documents, and save the files on a cloud or flash drive. You may also want to
- password-protect the data you have stored in case of loss or theft. Store the backup records in a safe deposit box or other off-site location.
- Download apps to get and stay prepared.
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 - Red Cross app. Access information on first aid, disaster risks and shelters. Visit www.



redcross.org and click MOBILE APPS (available in English and Spanish).

- ICE (In Case of Emergency) app. Store emergency health information as well as list an emergency contact on the lock screen of your phone so medical technicians can get it as quickly as possible. Search ICE in your app store to download.
- MyFamily app. Keep your family's health plan and prescriptions up to date on your phone and you'll have them in an emergency. Visit www.HealthFinder.gov for more information.

You can always find valuable tips to help you prepare for emergencies at www.Ready.gov. Bookmark the mobile site <http://m.fema.gov>, or download the FEMA app today to have vital information just one click away.

FEMA's mission is to support our citizens and first responders to ensure that as a nation we work together to build, sustain, and improve our capability to prepare for, protect against, respond to, recover from, and mitigate all hazards.

Follow FEMA online at twitter.com/femaregion5, www.facebook.com/fema, and www.youtube.com/fema. Also, follow Administrator Craig Fugate's activities at twitter.com/craigatfema. The social media links provided are for reference only. FEMA does not endorse any non-government websites, companies or applications.

Source: www.fema.gov/news-release

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Industry News

Partstrader - Hotlines Announce Integration Partnership

(Chicago, IL, October 23, 2014) - PartsTrader LLC, a Web-based parts sourcing, quoting, and ordering platform supporting the automobile collision repair industry, and Hotlines, a recycled automotive parts network facilitating the sale and purchase of recycled parts, announced today that an integration partnership is underway.

The integration will help recyclers more efficiently identify options from their inventories to satisfy repair shop part needs. Recyclers will no longer need to manually look up Interchange parts in their inventory, since possible part matches will automatically list on the PartsTrader quoting screen below each requested part. Streamlined quoting will allow

recyclers to select appropriate parts and add them to a quote with a simple click, enabling them to respond more completely and promptly to requests from repair shops.

"Recyclers are seeing more opportunities for part sales than they have traditionally seen with phone sales," commented Ken Weiss, PartsTrader's Director of Business Development. "We're using technology to solve the challenge that recyclers have faced in addressing the high volume of quote requests by translating their inventory options directly into the PartsTrader quoting screen."

Integrating inventory into the quoting process is one of several new features that PartsTrader will be releasing in the coming months

for all recyclers. These include improvements to the built in VIN decoding tool, better filtering options so recyclers only have to spend time on part types they actually sell, and reporting that will allow better sales performance and targeting.

Live quotes provided by experienced sales personnel are an important part of what makes PartsTrader different from many online procurement systems. "The human intelligence factor is essential because estimate and inventory data are never perfect," Weiss continued. "The recycling professional will still be selecting the part(s) from their inventory that they believe best meets the needs of their repair shop customers in terms of delivery time, quality, price, and value added service."

"Based on feedback we've received from multiple recyclers in the industry, we're confident our Hotlines AutoMatch technology will effectively address their desire to streamline and automate the PartsTrader quote fulfillment process," stated Betsy Finnell, co-owner of Hotlines. "Our live Hotlines AutoMatch service performs a real-time search of the recycler's inventory, displaying all necessary information to promptly and accurately quote the part-saving hours of work each day."

Integration development is proceeding and more information, as well as a release date, will be announced soon. For more information about PartsTrader, visit <http://partstrader.us.com>. For more information about Hotlines, visit <http://partshotlines.com>.

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From Automotive Recycling Weekly

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