



# Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

June/July 2017

## From the President

By Jason Tourville

I recently used this outline for a discussion with one of my employees. You may employ someone like him. I shouldn't have hired him but I thought I could help him. He's a kid in a man's body. Other employees have become frustrated by his lack of progress. I am now in a trying to make lemonade out of a lemon situation. I job shadowed him and we talked over the course of about 4 hours. These points each started a conversation and then we paused a bit to digest what was said. He was never taught hard work, commitment, motivation or their benefits. He can't help where he started but it's time for him to accept personal responsibility. Point 5 is from a church program called Royal Rangers that he was in sometimes as a boy and I thought he might remember it. I told him we were discussing, "Going from Good to Great". My hope is that this will help someone start a needed conversation.

### 1) Professionalism

- a) You are a professional. Be aware of attitude, posture, appearance, grooming.
  - i) Posture is more than standing up straight. It is how you carry and represent yourself and your employer.
  - ii) Your job is important. Respect it and the people around you.

### 2) Confidence

- a) Know who you are and what you represent.
  - i) You have gained knowledge and experience from good people while working here. Use it and grow it.
- b) You have a lot to offer.
  - i) God has placed gifts and talents in you. Use them!

### 3) Motivation

- a) Make it your goal to do your personal best every day at every task. Strive to improve.

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# Missouri Auto & Truck Recyclers News

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## Missouri Auto & Truck Recyclers News

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## 2017 Legislative Session Review

*By Randy J. Scherr, Executive Director*

The 2017 Legislative Session adjourned on Friday evening bringing to a close one of the most raucous sessions in history. The legislature Truly Agreed and Finally Passed only 76 bills, which includes 16 appropriations bills, - a new record low in recent memory.

Several of the house and senate leadership priorities in the area of labor reform, tort reform and insurance reform were passed including Right to Work, project labor agreement restrictions, expert witness standards, collateral source rules and a minimum wage preemption. Also passed was REAL ID to comply with federal standards. The session came to a very controversial end on Friday afternoon with the use of the seldom used procedure of "Previous Question" to stop debate on the minimum wage bill in the Senate in order to bring the bill to a final vote.

Major priorities that did not pass were Prevailing wage, venue reform and the establishment of a prescription drug monitoring program.

Although both Houses as well as the Governor proclaim this session as one of the most successful session in years, the Governor continues to hint at calling a special session in order to continue work on several priorities that did not make it across the finish line.

Such a session could be called at any time by the Governor but the Call has to be limited and specific. A special session can only last 60 days.

### **Bills of Interest To the Salvage Industry**

Vehicle Composition Requirements including stinger steered auto transports-- SB 222 and SB 225 both contain an update of Missouri's Statute to comply with federal highway standards. These bills provide stinger-steered combination automobile transporters up to 80 feet long may be operated on or within 10 miles of interstates and other highways designated by the state Highways and Transportation Commission, and that automobile transporters may carry cargo on a back-haul, so long as it complies with weight limitations for regular tractor-trailers. No towaway trailer transporter combination vehicles operating on the interstate or designated primary highway system shall exceed a length of 82 feet. The language passed in both SB 222 and SB 225 are the same. The Governor has until July 14 to sign bills. And if signed they will take effect on August 28.

Sales tax on motor vehicles--HB 245--As a result of a recent interruption, only one trade-in vehicle may be used to offset sales tax on a new purchase. This bill would allow the sale or trade-in of more than one vehicle to offset sales tax on a new purchase. This bill failed to pass.

Salvage Vehicle Sales records-HB 739--This bill would have required additional record keeping on the sale or transfer of salvage vehicles. The bill was opposed by the insurance industry in Committee and didn't pass.

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## Mobile Apps – Why Does Your Business Need One?

By Theresa Colbert

I was reading an article in Forbes magazine\* right around the time that Car-Part.com came out with the MyPartsApp for our yards. The article was talking about “being ahead of the game” and “taking marketing to the next level.”

I already had apps on the brain, but the article got me thinking about how we use them. It seems to me that our industry is one that takes a bit of coaxing to embrace technology. Oh, not every customer or every yard – far from it. We have some movers and shakers out there who grab every new electronic device as it comes out. These are the same yards that had computerized inventory systems as soon as they were on the market. I have customers who I have known for years who grabbed domains and eBay names in the late 90s, knowing that someday these “may come in handy.”

On the other end of the spectrum, we still have the yards that use the “I keep it all in my head” technology. Obviously, any industry is going to have both the tech-savvy and the tech-scared; I get that. My fear is that in this day and age, how will customers know where you are? I know that I have asked this question before: when is the last time you opened up a phone book?

The Forbes article went on to say: *“If you think that mobile apps are solely for big name brands like Walmart and Bank of America, you are wrong. More and more small and midsize businesses are following the mobile trend, understanding that an effective mobile strategy involves more than just a mobile-friendly website.”*

Even those of us with limited technology skills understand the value of websites and apps. I like to call my cell phones my “hand top computers.” When you are

on the road as much as I am, your phone becomes an extension of you. I don’t actually use either of mine for making many phone calls. I do so much of my customer contact via text and email – I can actually usually respond quicker from my cell phone than from my computer! I have to say that I am quite surprised at the number of apps I use each day. I have apps for banking, to read books, and to scan VINs into Core Pricing (just to name a few).

One of my favorite apps is the Car-Part.com app. In the 5+ years I have been at Car-Part.com, I have been



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stopped by strangers at gas stations and at yards because I was wearing a Car-Part.com shirt. They stop me to tell me that they use our website all the time, but really wish that it had images and an app. Now when they stop me I can say, “we have that!”

I think we all need to take a look at the things we use every day and ask ourselves if our business would benefit from some of the “new-fangled technology.”

***“When you’re finished changing, you’re finished.”***

***Ben Franklin***

Have a great month! As always, if you have any questions for me, please email me at TheresaC@Car-Part.com or call/text my cell at 859-802-2382.

\* If you want to look up the article for yourself, it’s titled “Here’s Why Your Business Needs Its Own Mobile App.”

*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.*



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## ARA News

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### Higher On the Road To Compliance Through CAR

The environmental standards of the **Certified Automotive Recycler** or CAR program certifies that participating automotive recycling facilities meet standards driven by laws set by national rules. State or provincial laws follow those rules plus may be more stringent. The CAR standards are the road map to compliance for ARA members.

The **CAR Environmental Standards** cover a wide array of rules and best management practices for automotive recyclers. Some general topics such as spill cleanup, fluid management, **parts cleaning** and storm-water permitting can be addressed in separate pieces so as not to get overwhelmed when new to the program.

#### Part Cleaning

Part quality is important to professional auto recyclers because it is what sets ARA members apart from the “junkyards.” To attain the quality and cleanliness desired, parts washing processes of all kinds can be found at automotive recycling facilities.

Solvent parts cleaning is less prevalent in used auto parts shops these days. This may be due to the tighter sealed engines in late model vehicles that do not dirty parts as much with baked on carbon that require the chemical cleaning agent to remove or it may be a consumer preference for environmentally friendly water-based cleaning.

In most salvage yards, only a small volume or no hazardous waste (spent) solvent is generated. Shops that do generate spent solvent must manage it as a hazardous waste with off-site disposal through an authorized hazardous waste management company. The storage containers must stay sealed and be labeled as HAZARDOUS WASTE and, generally speaking, the waste should be sent off-site at least every six months.

To meet the CAR Standard for spent solvent, take a photo of the properly labeled storage drum and verify that hazardous waste shipping manifests are kept on-site in backwards chronological order for the last three (3) years.

#### Environmental Standards Solvent Cleaners

- ❑ Spent Solvents are Managed as Hazardous Waste and Manifested with a Hazardous Waste Management Company.

Water washing parts is on the increase in used parts preparation. Many salvage yards are washing parts with a power washer, a spray cabinet or a sink basin water-based parts washer. These operations all generate wastewater that must meet local regulations as well as CAR standards.

In a nutshell, wash water cannot be discharged on the ground or to a septic system. Salvage yards not on city sewer will need alternative disposal methods, such as using a sump pump to pump water into a container and then hauling it to “town.” Other creative methods of wastewater disposal exist too. Some facilities use a three-stage washer system that recirculates the water for a zero-discharge option.

The CAR Standards simply require that wash water or wastewater be disposed in a compliant manner. In most cities and towns, wastewater can be sewer discharged with permission by facilities on city sewer system.

#### Waste Water from Aqueous Parts Washers

- ❑ Wash Water From Water-based Parts Washers is Either Recycled or Collected For Disposal in an Approved Manner.



## Pressure Washer

- ❑ Overspray of Oily Water Contained and Recycled or Transported for Disposal.

## Other Non-Solvent Cleaners

- ❑ Wash Fluids are Contained and Recycled or Transported for Disposal.

Download the CAR Guide at <http://arav3.timberlake-publishing.com/Files/CAR%20Program/CAR%20Guide-2015-FINAL.pdf>

*This series of CAR Program articles are intended to de-mystify the CAR program for ARA members who are not CAR certified. ARA members that have embraced CAR certification as their road map to compliance find that the program is a useful tracking tool.*

## MATR Regular Members

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### Archway Auto Salvage & Sales, Inc.

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### B & W Truck Repair, Inc

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### County Line Auto Parts

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### Countryside Auto & Truck Parts

636-928-6792

### Davis Auto Wrecking & Sales LLC

816-229-3432

### Delta Auto Parts & Salvage, Inc.

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### E & J Auto Salvage

636-479-4132

### Fierge Auto Sales

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

## Comprehensive Parts Data Legislation Set To Be Reintroduced in U.S. House

Rep. Adam Kinzinger (R-IL) is set to reintroduce a bill in the U.S. House that will provide professional automotive recyclers with access to all OEM parts data. In the last Congress, he succeeded in getting a provision enacted into law that provides this information on safety recalled parts. ARA has worked with the Congressman for over two years on this new legislation and has fine tuned the bill to have the accessible data include:

“Each original equipment manufacturer (OEM) part name included with such vehicle, a description of each such part, each part number (including any superseded and successor OEM part number) any other part identification number (such as a serial number) and distinguishing marking of each such part, and the software of each such part (if applicable)... Build sheet information...Additional information as determined by the Secretary.”

ARA applauds Congressman Kinzinger for his thoughtful consideration and action on this issue critical to the future of automotive recycling. An effort to secure co-sponsors for the new legislation was the goal of the recent ARA Hill Day and there was much interest by his colleagues.

*From the President.... continued from cover*

- b) You have told me you want to be married. Leave home every morning looking like you will meet your future wife today.

#### 4) Focus

- a) Place your full attention on the job at hand.
  - i) Full attention can be placed on recreation when the time is appropriate.
  - ii) Comments need to be kept relevant to the task you are doing.

#### 5) Qualities I remember from the Royal Ranger Code.

- a) Alert, Clean, Honest, Courageous, Loyal, Courteous, Obedient, Spiritual
  - i) ALERT. He is mentally, physically, and spiritually alert. CLEAN. He is clean in body, mind, and speech. HONEST. He does not lie, cheat, or steal. COURAGEOUS. He is brave, in spite of danger, criticism, or threats. LOYAL. He is faithful to his church, family, outpost, and friends. COURTEOUS. He is polite, kind, and thoughtful. OBEDIENT. He obeys his parents, leaders, and those in authority. SPIRITUAL. He prays, reads the Bible, and witnesses.

### MATR Dates of Interest

2017

- October 6-8 MATR Annual Meeting, Embassy Suites St. Charles, MO
- November 1-4 ARA Convention Dallas TX

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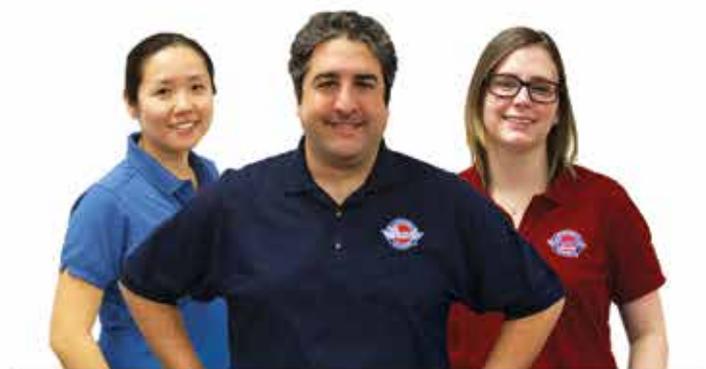
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