



Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

June/July 2019

From the President

By Eben Shantz

Recession-Proof

As I type this we are all recovering from yet another “glorious” tax season that, per usual, just makes me want to go lie down. I hope everyone either got their extensions filed or everything figured out as this one was a doozy with all the changes.

The competition for purchasing and selling parts never ceases its relentless march toward seeming profitlessness for all of us. Between our customers finding new and inventive ways to kick parts and the real estate market making sure my property taxes get higher every year, I find myself being strangely comforted by the fact this business has been through this whole cycle many many times, and likely will do it all over again.

Yes everything continues to evolve, but the underlying base functions of your business are the same. I recently found an Income statement from 1956 (from emptying an ancient file cabinet after a forklift ran through a cinder block wall...a story for another time) and guess what? It had pretty much the same lines on it we do today. The fundamentals of this business never change. We buy cars (and parts) and sell them. The infinite amount of complication that goes on top of that is just the nature of the beast.

Here’s the best part, as long as you do the fundamentals right neither the stock market nor darn near anything else will be able to kill your business. I vividly recall the past couple stock market “crashes” of the last twenty years and watching my 401k plummet, as did my home value. This place didn’t even blink. Today, there’s

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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.

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573-445-4451
mitchell@sorrelsautoandtruck.com

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Newsletter content and
association membership
inquiries

should be directed to:

Randy J. Scherr

MATR Executive Director

Email: rjscherr@swllc.us.com

Check us out online at www.matronline.com

Find us on 

Missouri Automobile and Truck Recyclers Association

MATR Regular Members

Al's Auto Salvage & Sales
314-382-6112

Archway Auto Salvage & Sales, Inc.
636-671-1120

Auto Parts Company
636-366-4966

B & W Truck Repair, Inc.
573-393-2357

Busy Bee Auto Salvage & Sales Inc.
816-331-2156

Countryside Auto & Truck Parts
636-928-6792

County Line Auto Parts
816-697-3535

Davis Auto Wrecking & Sales LLC
816-229-3432

Delta Auto Parts & Salvage, Inc.
573-379-5438

Fierge Auto Sales
800-252-9025

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417-865-5747

Higbee Auto Service
660-456-7201

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417-725-2643

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314-638-5422

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417-491-4934

Midway Auto Parts, Inc.
816-241-0500

Modern Imports, Inc.
314-638-6040

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816-231-1618

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St. Louis**
916-681-3463

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417-532-5555

Rich Industries
816-861-3200

Rogers Wrecking & Salvage
417-532-7460

Sorrels Auto & Truck Parts
573-445-4451

St. James Auto & Truck Parts, LLC
800-264-3294

Trump Trucks
877-238-7409

Vander Haag's, Inc.
712-262-7000

Yancey Auto Sales & Parts
573-565-3508

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

MATR Associate Members

Alter Metal Recycling
Council Bluffs, IA
712-328-2601

Car-Part.com
Fort Wright, KY
859-344-1925

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St. Louis, MO
314-231-9423

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Rochester NY
888-449-1151

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Midwest Insurance Consultants LLC
St. Louis, MO
800-449-1151

Springfield Iron & Metal
Springfield, MO
417-869-7272

Be sure to consider our Associate Members FIRST for your business needs.

Visit our website for full contact information
www.matronline.com

President... continued from cover

a following of doomsday predictors out there on the internet that say the stock market is due to crash again, and for good. I say bring it on. People have to work and they have to drive to get there, making us an absolute necessity for a majority of our community AND WE'RE HERE TO HELP! Recession-proof, did you know we did that here, too!

As seemingly tough as things are now, take heart, your business is stronger than you think.

All that stuff we call "inventory" is worth something to someone and sometimes it just takes time/marketing/pricing to sell it.

Focus on the fundamentals and keep those parts racks full, I guarantee you that phone will ring!

- Eben
eben@modernimports.com



MATR Dates of Interest

2019

October

10-12 ARA Convention & Expo
Charlotte, NC
www.araexpo.org

25-26 MATR & ATRI Joint Annual Meeting & Convention
Best Western Premier
Alton, IL



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SOARING TO NEW HEIGHTS

2019 MO/IL Convention & Trade Show

Best Western Premier, Alton, IL • October 25-26 Bringing together the Missouri Auto & Truck Recyclers and Auto & Truck Recyclers

EXCLUSIVE TRADE SHOW HOURS

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

- **Exhibitor Appreciation Night** on Friday where you can enjoy one on one time with our attendees while having Hors d'oeuvres and cocktails. Silent and live auction items will be placed at each exhibitor's table for the attendees review.
- Saturday morning, more time with conference attendees during breakfast. Exhibitors may elect to present a **5-Minute "Commercial"** about their products and company. (See sponsorship form.)

SCHEDULE OF EVENTS:

Friday, October 25

Tour at Grossman Iron and Steel

4:00pm Registration

5:00pm - 10:00pm Trade Show Opens –

Exhibitor Appreciation Night

Saturday, October 26

8:00am - 11:00am Trade Show Opens with
Breakfast with Exhibitors

11:15am Educational Session TBA

12:30pm Lunch in the Hotel Atrium

1:30pm - 2:30pm Educational session TBA
Break

2:45 Educational session TBA

3:45 Illinois Green Car

3:45 Annual MATR Board Meeting

5:00 Red's Auto Parts -
Pig Roast, Live Music, & Hayrides
through the yard.

**Hotel will shuttle to Red's Auto Parts,
the yard is just two miles from the hotel**

**All subject
to change**

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 much appreciated!

HOTEL INFO

Best Western Premier - Alton

3559 College Avenue • Alton, IL 62002
618.462.1220

Special room rate if you mention

Auto Recyclers.

Includes a full hot buffet breakfast on Sunday (Breakfast is included with the exhibitors Saturday morning), free parking

CUT OFF DATE IS 9/25/19



TS

NOW

& 26, 2019

Truck Recyclers of Illinois

SEMINARS & EVENTS INCLUDE:

- **Exhibitor Appreciation Night**
- Tour **Grossman Iron & Steel** (Friday Afternoon)
- **Yard Tours** at Red's Auto Parts and around the St. Louis area
- **Industry Round Table** discussion "Young Guns"
- Exhibitors have the opportunity to present a **5-Minute "Commercial"** (Saturday Morning)
- **Pig Roast & Live Music** at Red's Auto Parts (Saturday Evening)

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, a 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 25 12pm - 4pm
 Tear down Saturday after 11am
 Show Hours: Friday, 5pm - 10pm • Saturday, 8am - 11am
Best Western Premier - Alton
3559 College Avenue • Alton, IL 62002

Company Name _____

Names for Badge(s): _____

Address: _____

City/State/Zip: _____

Ph: _____

Email: _____

Website: _____

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 \$850 \$ _____

Extra Table & 2 Chairs _____ \$300 \$ _____

How many add. tables _____ \$300 \$ _____

Extra people _____ \$45/person \$ _____

Please check here for: Electricity Internet

Attending: Exhibitor Appreciation Night Saturday Breakfast

Meals included for how many? _____ Saturday Lunch

SPONSORSHIPS AVAILABLE - Thank you for your support!

All sponsors will be acknowledged throughout the event!!!

Event Sponsorships . . \$500 / \$1000 / \$2000 \$ _____

Friday Night Bar \$1200 \$ _____

Friday Exhibitor Appreciation Night. . . \$1500 \$ _____

Session Sponsor (Multiple) \$500 \$ _____

Saturday Break Sponsor \$300 \$ _____

Saturday Breakfast Sponsor. \$1500 \$ _____

Saturday Lunch Sponsor. \$1500 \$ _____

Saturday Morning 5 Minute "Commercial" **NEW** \$100 \$ _____

Total enclosed \$ _____

PAYMENT INFORMATION

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Credit Card Payment Fax to: 877-747-7597

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Exp. date _____ Credit Card Zip Code: _____

Let's Talk Recalls . . .

Major Announcement – Recyclers Get Paid For Deployed and Missing Airbags

Ford is 1st Automaker to Pay for Deployed/Missing Airbags

By Paul D'Adamo and Katie Stark

Top 5 Reasons to Switch to our Mobile Yard Airbag App (YAPP)

1. No more VIN Barcode Printouts
2. Allows for Mobile Scanning of VIN's at check in or intake
3. Allows for complete airbag recovery and validation at the vehicle
4. Allows Recyclers to Invoice from the Cart
5. Provides Bounty for Deployed and Missing Airbags (currently only Ford Motor Company – Ford, Lincoln, Mercury)



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Rebuilders Automotive Supply is happy to announce a new Bounty Program for Recyclers: Deployed and Missing airbags. Additional Automakers are bound to follow Ford's lead in capturing this valuable data. For Recyclers, the only significant change is that the current desktop validation system will not support the mobility and imaging required to satisfy the demands of the deployed and missing airbags. The New Mobile Yard Airbag App (the YAPP) supports the base image requirements for the validation of airbags to be recovered and one additional picture of the deployed and missing airbags.

Bottom Line for Deployed or Missing Airbags: After the two standard photos of the Dash and the VIN Plate, we will require 1 additional photo of the deployed or missing airbag. For a Bounty Vehicle with two deployed airbags, we would estimate a total time requirement of less than 2 minutes to do the initial scan and take four photos. It's kind of like a Geico commercial only in this case, 2 minutes will make you \$30 bucks.

Our Recall Team has been aggressively looking for additional Bounty opportunities in the recovery and identification of defective Takata airbags. The new YAPP provides the plat-

form to eliminate time consuming steps and allow Recyclers to incorporate a mobile device into their processes to ensure these dangerous airbags are removed and destroyed. While the YAPP was originally designed for High Volume Self-Service Auto Recycling Operations which demanded a mobile device that eliminated paperwork, Full Service Operations have begun to adopt the platform into their flow process.

Most Auto Recyclers have a check-in process which involves staff that will most likely never pull an airbag. These check-in folks can still use the YAPP as a first step to scan and identify whether the vehicle has defective Takata airbags that are part of the Bounty program. Whether it is a mark on the car or a colored magnetic hat that is placed on the roof, we want visibility to the vehicles with Takata airbags to ensure that they are processed according to company procedure.

It is important to note that the YAPP does not currently identify some auto-makers that have defective Takata airbags but do not participate in the RAS Bounty Program, ie VW, Dodge, Chrysler, BMW, and others. RAS is working on a solution to address this gap, but there are still some hurdles to overcome.

Once the Bounty airbags are identified, the vehicles can either be segregated to a quarantine area where the bags will be removed by a Parts Puller prior to de-pollution, or for Full Service yards, brought into dismantling where the airbags will be handled.

The beauty of the YAPP is that now recyclers have a tool that can also be used pre-crush. With a simple scan of the VIN's, a parts puller could capture additional bounty revenue prior to the vehicle going to the crusher. With Scrap Prices at a low point, that extra \$55 – \$60 or even \$15 for deployed or missing could be a significant revenue stream with more ROI than the crushed car. Remember that Ford, Honda, and Toyota just added 3.9M VIN's to the database at the end of 2018. The YAPP would give you an opportunity to capture Bounty Revenue for vehicles currently sitting in your yard. Did you read last month's article? There are recyclers capturing over \$100K/year in Bounty Revenue. How about you?

Have you heard about our new Airbag Recall App? Tired of printing VIN barcode printouts? Call the Recall Team at 877-829-1553, press #.

Be a Lifesaver . . . #yankthatbag

Paul the "Recall Guy" and Katie the "Recall Gal" represent the RAS Recall Team. Their Mission is to rid the planet of defective Airbags.

Want to join the Mission? Call the RAS Recall Team, 877-829-1553.

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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 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
(573) 636-2822
Fax: (573) 636-9749
www.matronline.com

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This newsletter is supported by the advertisers in it *and we thank them!!*

Unfortunately, the advertising support for the newsletter is struggling to cover the costs of production and mailing. You can also opt to get this newsletter by email to reduce paper and mailing costs. Send an email to newsletters@rjmc.com.

This newsletter is mailed to all the automotive recyclers in Missouri. It carries the news from Missouri Auto & Truck Recyclers free of charge as a service to the association. It is a membership building tool and a resource for MATR as the newsletter gets the word out on MATR activities and information. Your ad supports the newsletter and in turn supports Missouri Auto & Truck Recyclers.

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Missouri Auto & Truck Recycler News



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