



Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

October/November 2020

From the President

By Chris Richardson

The Most Adaptable Survive

Seasons change, summer is coming to an end, fall is upon us & the November elections are right around the corner. It has now been over 6 months since the beginning of the Covid-19 pandemic, there are more & more cases everyday & there is no end in sight. However, business in automotive recycling is good. Most customers are looking for new ways to save a little money during these uncertain times. Buying used parts, rather than new is one-way people can save on purchases & repairs that are essential. But making sure everyone is safe s also a priority.

The one thing that is certain is that we all must adapt to new ways of doing business in order to not only survive, but also thrive in these final months of 2020. History has taught all of us that it is not the strongest that survives, but the most adaptable to change. I am impressed with our industry during this unprecedented time in history. Many yards have implemented social distancing guidelines, utilization /requirements of masks for staff/customers, at home/contactless delivery, as well as many other ways to make sure our customers & employees are safe. It would have been easy for businesses like ours to stay under the radar & not comply, but we haven't. Salvage yards have risen to the challenge & prevailed. At least for the time being... but 2020 isn't over yet. I would like to hear back regarding other safety precautions yards have made to keep staff & customers safe during Covid. If you find yourself with some downtime, shoot me an email.

Will these changes be permanent? Will this be a new era of masks, no more handshakes, outdoor waiting areas, & permanent social distaining? I'm not sure, none of us are. All we can do is continue to push forward and adapt to the challenges we are faced with.

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**Find information on membership
including the membership application at
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Missouri Automobile and Truck Recyclers Association

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Missouri Election Update

By Randy J. Scherr

Missouri's Primary election was held on August 4 and the General Election will be on November 3.

Statewide/ Congressional/Federal primary results

There were no US Senate or Federal Primary Races in Missouri this Year

All incumbent Members of Congress won their Primaries except 20 Year Congressman Lacy Clay (CD1) from St. Louis who lost to Cori Bush. The only perceived serious challenge in November will be in the 2nd CD (St. Louis County) against Congresswoman Ann Wagner. State Senator Jill Schupp won the Democratic primary and will face Wagner in the General.

State races of significance

All statewide elected officials won their primaries –Governor, Lt. Governor, Secretary of State, Attorney General and State Treasurer by significant margins. State Auditor Nicole Galloway (only statewide not up this year) won the Democratic Primary for Governor to face off against Governor Parson in the General.

Initiatives and Referendums

The only statewide initiative on the Primary ballot was Constitutional Amendment #2 -Medicaid Expansion. It passed 53.25-46.75%

On the November Ballot will be Constitutional Amendment #3 which will attempt to undo the Clean Missouri Initiative that was passed by the voters in 2018.

Missouri State Senate Races

Seventeen of the 34 State Senate seats are up in 2020. Eleven of the 17 are open seats, and all had contested primaries. Five of those seats found moderates and far right republicans squaring off against each other. Republican winners in the heavily republican open districts were: Senate 3- Elaine Gannon, Senate 25- Jason Bean, Senate 27-Holly Rehder, Senate 29-Mike Moon, Senate 31-Rick Brattin, Senate 33-Karla Eslinger. The 27th and the 33rd were both decided by less than 150 each. Democratic winners in the heavily democratic districts were: Senate 5-Steve Roberts, Senate 7 (KC)- Greg Razer, Senate 9 (KC)-Barbara Washington, Senate 13-Angela Mosley. With the election of Moon and Brattin, the Senate Conservative Caucus (a faction of the Senate Republican Caucus) may potentially



have two new members. There are 3 senate seats that appear to be in play November. The 1st Senate District in south St. Louis County currently held by a Democrat, the 15th Senate District in southwest St. Louis County held by a Republican (and a member of the Conservative Caucus running for reelection) and the 19th in Boone County currently held by a republican. One State Senator (Rizzo) in Kansas City is running unopposed in the general elections.

Missouri State House Races

All incumbent House members running for reelection won their primary except Chris Carter (D-76) in St. Louis. Forty-six incumbent Representatives are running unopposed in the primary and general. There will be a minimum of 47 new freshmen in House of Representatives the 2021 General Assembly which will begin on January 6, 2021.

Missouri Legislative Update

By Randy J. Scherr

The Missouri Legislature just concluded on September 16 an "Extra Session" called by the Governor in late July to consider legislation relating to "violent crimes".

Although the Session was called to deal with 6 different crime related issues, the Senate and House adjourned the Governor's Extra Session without finishing work on several portions of the Governor's call.

The pieces that did pass were the creation Witness Protection Fund and the St. Louis Police Residency changes. The legislature is restricted to considering only issues that the Governor puts in his "Extra Session Call"

There is a lot of speculation about the message or reasoning behind the lack of movement on several bills in the Governors package. But it was fairly clear that no one in the General Assembly was particularly excited in being called back into an Extra Session in an Election Year.

The 2021 Regular Session will begin on January 6.

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one who walks in
when the rest of
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Walter Winchell



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Converter Recycling: Five BIG Problems with Assay

By Becky Berube

You finally made the switch from selling your converters by the piece to selling them on assay. And you have found, like most of us have, that it is totally worth it. Your average cat sale is up 5-45% depending on how you were being treated by your buyer.

Now you are in the real game, refining. Your selling your converters based on the actual value of the three metals contained inside your converters. It is exciting. You are hedging and selling metal into the market. Sure, you may have to wait a little longer for your money, but with an early payment and the balance in 30 - 45 days, you are ahead of the game with more money bottom line. You may even decide to hold metal on account like a brokerage account and delay a taxable sale or use the account as a savings for future planned expenditures.

So, with assay, what could possibly go wrong when you are selling on science and getting paid on actual metal markets?

For nearly 30 years we have been processing scrap catalytic converters for refining at United Catalyst Corporation, let me explain what can and does go wrong. And, more importantly, how you can fix it.

Count and Weights: How many units or pounds lost is acceptable?

In converter processing, everything begins and ends with weights and counts. The weight of your entire lot, converters, pallets, shrink wrap, and all. We begin with the end in mind. BOL weights must match. Unit counts must match what you sent in. We are a disassembly facility which means your load comes in and we destroy it. We completely take it apart. Our goal is to tell you exactly how many converters you sent in and the average value of each unit. So, at our plant we balance all

weights in and out of processing to one half of one percent (0.5%). That is our internal tolerance. And we do not mind telling you. Since we are becoming ISO certified, all our workflow aligns to this measure and all nonconformities must be investigated and resolved before refining. Is this happening where you are processing converters?

Dust: If you are missing weight your missing money.

If you are missing weight your missing money. But if you are missing dust, you are missing significantly more money. It is the coating of the ceramic or metallic substrate that contains the precious metals. So, the dust has the highest concentration of the platinum group metals or PGMs. The dust may be 1-3% of the weight of the load while being 10-20% of the value. Therefore, we suggest you let us de-can for you. After the count being right, the de-canning system is paramount to getting paid the correct amount. At our plant, every shear has its own, very high-end, dust collector. Your dust is weighed and added back to your broken honeycomb or catalyst before being milled and sampled. We do not have one dust collector going to multiple shears which would break the chain of custody and leave questions as to where your dust is and who keeps it. Is this true of where you are processing converters?

Sampling: In-house XRF, a guide, not a basis for final payment.

Did you know that when you sell on assay and refining terms that you are settling on the results of a sample of your load? It is true. After de-canning the converters, the catalyst must be milled into a powder and a representative sample must be taken to be tested. That sample is only 5-10% of your material so it had better represent all your converters. Sampling is science in and of itself. Every particle in your

load must have an equal chance of being sampled and that means it must be blended properly and for enough time before it comes through the sampler and goes into the sample preparation lab. There the primary sample becomes smaller and finer and must be blended or homogenized again, and the moisture must be determined, before it is analyzed. This is just for the first analysis or XRF and it is only plus or minus 10% accurate. We do not pay you based on XRF. We have this lab and get this reading for quality control. So, we know how many ounces to expect within reason and can make an early payment determination. Do you know if you are getting paid on XRF?

Assaying: There is no short cut to getting paid accurately.

A properly collected sample that is representative of all your converters in your load then goes through two more advanced

scientific processes called pyro- and hydro- metallurgy or fire assay with chemical dissolution and an atomic absorption (AA) with an Inductively coupled plasma mass spectrometry(ICP-MS). Your sample is split 8 ways (some of these are held in reserve) and is tested this way by more than one chemist at different times. The results of multiple assays are sent to the lab manager and he or she removes the outliers and reports the median or mean as the official assay for settlement purposes. Now your processor may have fire assay and an ICP lab in-house and pay you quickly based on the assay result they get; however, this is not the same as being paid on the assay result from the refiner or a third party independent lab. If I pay you based solely on the assay result that I get without a witness or a third-party verification, there is no control. I am also not paying you on the same assay that I, the processor, am getting paid on. Processing and refining take time. There are no short cuts to getting paid accurately. Are you getting paid on assay very quickly from your processor's in-house lab?

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Metal Prices: Do you understand the spread between spot price and the discounted metal price?

Finally, another area that can be a problem with selling on assay is metal prices. First, let me say that this is a problem for all of us in the business of selling metal. It is an opaque market which means it is hard to clearly see the price. Until a full block chain solution eliminates trade desk quotes, the problem will exist. Your metal does not come out of refining for about 100 days. This means to lock in a price for you we must sell metal forward on a futures contract. Since you are recycling scrap catalytic converters that means we are selling a product called sponge to coat new catalyst and make industrial products. We are not selling bars, ingot, or bullion to the investment market. So, there is a discount on the metal price. There is a discount and a lease rate. Both come off the spot or physical price you see published online. Both can

be calculated, but they are not readily disclosed to us. This can be confusing when you get a metal price that is different than the price you see online. This can also be an area of ambiguity. The question is can and will your processor explain the spread to you?

Selling converters on assay is the way to go. In my mind, it is the only way to ensure that you get paid the most from your converters with a process you can trust. I believe this so much that it is my company's brand promise to you. But notice the word trust. You still must trust that I, or any processor, is doing what they say they are doing, and following the rules of assay. It is for this reason that I write these articles. I want you to sell on assay. In truth, I want you to sell to United Catalyst Corporation. But more than anything, I want you to get the most and avoid being cheated. You buy the car. You own the converter. The lion's share of its value is yours.



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If you have questions about this article or any issue pertaining to catalytic converter recycling, I or any member of my team at United Catalyst are here to help you. Recycling converters on assay is a journey. We hope you will rely on us at United Catalyst as your guide.

For daily news and pricing subscribe to the United Catalyst Corporation 60-Second Morning Report, email us at sales@unitedcatalystcorporation.com or call us at 864-834-2003.

Becky Berube serves the recycling community as President of United Catalyst Corporation, Member of the Automotive Recycling Association's Educational Programming Committee, and is President of the International Precious Metals Institute.

into an all virtual event due to ongoing concerns around the COVID-19 pandemic.

"Ultimately, the health and safety of the membership and staff is our top priority," said ARA Executive Director, Sandy Blalock. "After many discussions, serious consideration, and with the safety of all attendees at the forefront, we have decided to re-direct all of our efforts into transitioning the 77th Annual ARA Convention and Exposition into a virtual conference. We were hopeful that this year's Convention could remain a live event, but the current state-of-affairs simply presents too much uncertainty and risk at this time."

The dates of the Annual Convention will remain unchanged and ARA is in the process of adapting the full schedule of educational programming, Expo-

sition hours and networking events into a program that will showcase automotive recycling at its best.

"For 76 years, the ARA Annual Convention and Exposition has been the gathering place for the professional automotive recycling industry and an incredible place to network, learn and conduct business," said ARA President, Scott Robertson. "ARA is the voice of the professional automotive recycling industry and it is our duty to provide information, education and opportunity to automotive recyclers from around the world – even in the midst of a global pandemic. Yes, it will look different, but it will still be the extraordinary experience that our attendees have come to expect year after year."



Industry News

Automotive Recyclers Association Shifts to All Virtual Annual Convention

The Automotive Recyclers Association (ARA) announced today that the upcoming 77th Annual Convention & Exposition will be a 100 percent virtual event. Originally scheduled to take place in person at the Peppermill Resort & Cason in Reno, Nevada, Association leaders decided last week to transition

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MISSOURI AUTO & TRUCK RECYCLER MEMBERSHIP APPLICATION

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- 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.
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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.

**All Missouri recyclers are encouraged to join MATR and
make a difference by getting involved.
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