



Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

December 2022/
January 2023

From the President

By Mark Baumgarten

Hello everyone.

I am Mark Baumgarten from Mack's Auto Parts in St. Louis. For those of you whom I haven't met, I look forward to meeting you. For those of you who I know, Hello again. I am happy, once again, to represent MATR as President and looking forward to another great year. As we have all learned in recent years, there is no telling what waits around each corner, but as automotive recyclers, I know we will do the best we know how in order to continue moving forward.

It's been almost 10 years since I last held this position and we've seen a lot of changes over this time. Most notably, we've seen many great people in our industry retire and pass away. We have also seen many new young faces that have come into this great industry. Also, we recently went through three tough years of Covid. While losing many businesses in general, we've also seen a lot of businesses cut back. I am happy to say it seems as though Covid is becoming just another flu with illnesses becoming much less serious. Hopefully our world can get back to a new normal and businesses can continue to grow once again.

Lastly, I would like to give a special thanks to Chris Richardson for all his hard work as President the past three years. I would also like to give special thanks to Randy, Sarah, and Brian for all you do for us all year long. I know most people don't know how much you do for us, but this organization wouldn't continue to thrive without you. What you do for us in Jefferson City, tracking the numerous bills throughout the session and

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Find information on membership including the membership application at www.matronline.com/associate.html

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Inventory

"The Gift That Keeps On Giving"

By Paul D'Adamo, RAS "Core Hunter"

An employer advertises for an Inventory person, and the job description says, "For this Inventory position, we need someone responsible". An applicant replies, "I am the right person for this position. In my last inventory job, every time parts were missing or in the wrong place, they said I was responsible".

Many people might argue that Sales is our business's most important functional area. Some might argue for Operations, IT, or Accounting. I believe that the Inventory function is the most important, yet I often see great inefficiencies and lack of focus on this task. Ask yourself the who, what, where, and how the inventory of vehicles and loose parts is done in your operation. Is there room for better efficiency, coordination of roles, and training of people to make it all work better? Most auto dismantlers/recyclers are leaving money on the table and not on the bottom line due to inefficiencies in their inventory process.

I can't review all areas of improvement available in a single article, but one of the most egregious areas for improvement is "Uninventoried Vehicles." I have been to yards this year with not just 10-15 cars that have yet to be inventoried but dozens, maybe hundreds! This represents a massive hit to your business. Not only are you spending hard-earned cash on these vehicles, but you are continuing to buy vehicles, many of them duplicates. CASH OUT + NO PARTS SALES = LOST REVENUE.

Solution:

People – assign someone (maybe you as the owner) to get this done immediately. Set Goals! Take a count of how many uninventoried vehicles you have, then do the math to figure how many per day/week need to be done, and don't stop until they are finished!

Process:

1. Using an electronic tablet to input and price parts is infinitely more productive and efficient than paper inventory. Valuable information like Quantity on Hand (QOH) and Days on Hand (DOH) allow you to make informed decisions.
2. If you buy 20 vehicles a week, the Inventory person must be able to inventory 20 vehicles a week. It must be done!! You may never catch up if you get out of sync with this flow.

Inventory is "The Gift that keeps on Giving". However, Uninventoried Vehicles represent a huge bottleneck in selling more parts.

Shameless Plug for Cores: Now more than ever, we need to squeeze value from our inventory. We can do this during the front end when inventorying the vehicle. We can see the OVERSTOCKS right in front of our eyes, and parts can be pulled easier when the vehicle comes into the bay to be dismantled. We can also utilize software to evaluate our loose parts inventory sitting on the shelves. One of my favorite sayings is, "out with the old, in with the new." We SELL parts. We don't run MUSEUMS.

Truth be told, I am NOT a Core Expert, but a Recycler working at a Core Company. This has advantages because I have become the Recycler's "Inside Guy," and I see some OLD SCHOOL thinking. I have made it my mission to change Recycler's mindsets from the Old School to the New School.

How Can You Improve Your Core Program?

Contact me at pdadamo@coresupply.com or call my cell # 401-458-9080. Let's make change together.

Getting Down to the Nuts and Bolts (the rusted kind)

By Jake Nawrocki, Rocki Top Auto Salvage

We have all been there. You just sold that high dollar, low mile, overhead cam V8 engine from a popular truck series. Truck was just dropped off last week, inventoried and you got the engine sold right away and things are great. But the shop guy walks in and says "sorry man, you are going to have to call your customer and see if they want this engine, a few of the exhaust manifold bolts are broken off." Talk about a sinking feeling. Last thing as a salesperson we ever want to do is call the customer about a defect we were not counting on. There is hope though. If your shop is equipped with the right tools and the right person, you may be able to extract the offending bolt and

be right back on track. I am in a very fortunate position, my time is split between being a salesperson and being a shop man. Kind of depends on the day and what is required. I have spent several years as an auto tech, which has gained me experience in the field of car problems but has also given me a lot of insight into what our shop type customers need from us and what drives their biggest complaints.

When it comes to broken bolt removal, the most important tool is patience. We will almost never get those pesky rusted bolt remains out if we are in a rush, all we are going to do is make things worse.

We want to keep it simple, if there is enough of the bolt sticking out we want to clamp a vice grip type pliers to it and see if it wiggles. If it does, gently turn it back and forth till it comes loose enough to thread it out. Too easy, right? I find this happens, mostly on GM engines with aluminum heads. I believe that heat expansion is popping the bolt heads off rather than rust, or they are overtightened on installation and the bolt is weakened so they are not necessarily that stuck in the hole, they are just broken off. If it is too stuck to wiggle loose, I like to heat the bolt till it is glowing, rapidly cool it with a spray bottle of water, and then try to wiggle it loose. We are operating on the theory that the expansion from being so heated makes the outer metal a little larger around the bolt, and the rapid cooling quickly shrinks the bolt till it is loose in the threads. I feel that if we can cool the bolt but not the surrounding material this is a good thing.

What about if the bolt is broken off flush or even below the surface? This does add a challenge but we have become highly successful at removing those. You could try to drill it and use a bolt extractor, my success rate with that method has been pretty poor with the smaller bolts used on most exhaust manifolds. What has worked the best is a welder. Now I am pretty well spoiled, I have access to a tig

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welder which offers amazing precision. If the broken bolt is flush or below the surface metal, I start by using the welder to build up the bolt till it is stick out a little. I then weld a flat washer to the “bolt”. After this cools I weld a nut to the washer. Most of the time the cooling only takes 15-20 seconds because the heat is rapidly absorbed by the mass of the cylinder head. I then gently try the new “bolt head” with a wrench to see if it will come out. I feel that the action of welding to the bolt is the best way to get heat into the bolt to help loosen it. You can use a mig welder for this but you don’t have the same control. Oxy/acetylene welding is good too if you are old enough to have been trained in that. Funny thing- if I am working on an ls chevy engine, the bolts are usually just about finger tight after I get the nut welded on. If we are talking a ford triton type engine, I usually have to try the same bolt several times before I have success.

If we are working on an engine with aluminum heads, we want to be careful not to melt too much of the aluminum while we weld. The precision of the tig welder really helps in this. If we do melt a little that’s usually ok, and a real nice feature is that the steel of the bolt won’t bond to the aluminum. If you have cast iron heads we need to be extra careful not to weld the bolt to the head, the reason for that should be fairly obvious.

One more aspect that really helps the process is vibration. We were taught to use a short box end wrench to turn that welded up bolt head because we

want to be careful not to snap it off again. That is true, we should be careful. Over the years I have become more confident in the process and have begun to rely on an impact wrench. Now of course you don’t want to haul out your big boy impact you change loader tires with, this calls for finesse. I have a 1/4 drive pneumatic impact wrench I use to gently “rattle” the bolts out with. This works pretty good as long as we are... Patient. Keep the gun at a low setting. We are not trying to force the bolt out at this point but coax it out. The vibration from the impact wrench seems to work wonders. Sometimes even if it doesn’t move right away, keep the gun on it. The prolonged vibration is a good thing. There is also a handy tool that goes into an impact hammer and holds a socket. The idea is you vibrate the bolt with the impact hammer while turning the bolt with a box end wrench. I have found this to be pretty effective as well.

Finally, we will finish where we started. Patience. My old mentor Pete, who started teaching me this stuff, drilled it into my head when I was 16 that you couldn’t go slow enough when wiggling out a stuck bolt. Back and forth, back and forth. Gently work it till it is out. Force it, and you have another broken bolt. Also, if you go to pull out a manifold bolt (or any other bolt) and the first one twists off under the impact wrench, it would be really foolish to assume the next bolt down the line will be any different. We must now slow down and treat every successive bolt like it is ready to snap. Heat and gently work them out. It takes longer, but sure is faster than welding on washers and nuts.

Just about every ls engine we pull has at least one manifold bolt broken off in it, I expect yours do as well. Customers hate getting an engine like that. Take the time



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*This article first appeared in the CARS
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*Jake Nawrocki is the co owner of Rocki
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and auto recycling industries. Together
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Katy and Jake work tirelessly to im-
prove their business in northern Wis-
consin, with the goal of making the ins
and outs of the auto recycling industry
common knowledge to those who have
no ties to the auto industry.*

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

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Keep on Recycling



Theresa’s Top 5 Tips for Writing Parts Descriptions

By Theresa Colbert

1. **Be honest.** Please stop putting 000 on ALL of your parts. The parts we see coming off of 2021 and 2022 vehicles may still have dings, dents, and scratches. Trust me, the body shop is going to find them even if you don't. When we say a part is 000 this means to the customer that there's no damage at all, and honestly, I don't see a lot of parts like that on used cars.
2. **Write a good description.** We all know I love using my Aunt Judy as an example; there is no way Aunt Judy will know that 2D1 = location 2 has a dent the size of 1 credit card. Think about the end user and how they will see your parts online.
3. **Stop using "secret codes" in your descriptions.** Again, Aunt Judy or your Cousin Bob will not know that a headlight showing "Less 116" or "-116" means that the park lamp is not there. They have never been to "wrecking yard school" and have no clue that we speak in secret code.
4. **Paint Codes Sell Parts!** If I had a dollar for every time I have looked a part up on Car-Part.com and not only the paint code is missing, there is not even a color – I'd be rich! At the very least, putting "blue" on there could get a customer closer to buying yours, but some cars (like a 2011 Sonata) could have 7 or 8 different colors of blue that year! Even if you put "blue" on the description, there is a good chance that it is not going to be the color the customer actually needed.
5. **Choose your words wisely.** I see a lot of words like "Good" or "Nice" on Car-Part.com listings. I know that what is "good" or "nice" to one person may be "not so nice" to the next one. Describe the condition factually.

For example, today I looked up a fender on Car-Part.com Here are some actual part descriptions I saw:

#1 - 000,LH,WHT

#2 – w/wheel lip moulding, LH, MINERAL GREY METALLIC,PAINT CODE=ZXT *SMALL DENT 2D1

#3 - 000,WHITE-WS,W/LINER, AVERAGE

#4 - LH, 2 HRS, CHARCOAL, XLT, NOTES

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I promise that I am not trying to call anybody out here, but which one of these fenders would you like to purchase? If anyone needs help with parts grading, please reach out to me or one of the Car-Part trainers. We are really working on getting Car-Part.com and Car Part Pro updated to the latest ARA part grading standards, and we want to help you!

As always, any questions or comments please call/text or email me 859-802-2382 TheresaC@car-part.com and have a GREAT month! Theresa



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MISSOURI AUTO & TRUCK RECYCLER MEMBERSHIP APPLICATION

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- 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.
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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
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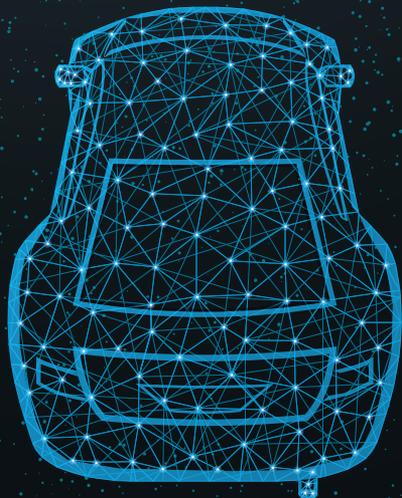
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