



Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

August/September 2018

From the President

By Eben Shantz

Guess Who's Coming to Dinner...

It is a very good thing that we are having a joint meeting with Illinois this year. Although we all share the common thread of typical Missouri issues (waste water, taxes, etc), it's always important to see what's going on across the fence. I have been blessed to see many facilities, many ways of doing what we do, and countless rounds of data crunching through round tables and budget meetings. I've seen things work that simply should NOT work, but through sheer will of the owner, it does. Additionally, the people that are able to run facilities like this are "1 of a kinds"...and my friend we have a LOT of 1 of a kind people in this industry!

A wise man once told me that, "The only 2 things that will change you the next 5 years are the books you read and the people you meet", and I can personally vouch for the truth in this statement. Just take a second to think about what all has happened with your life in the last month. Professionally, we all bought cars and sold parts, and even the few luck of us even put a penny away for that rainy day that will assuredly come around. It's mostly the same stuff after the first couple years, and that's where we as small operators lose out. The big boys are finding new methods of doing old processes, gaining efficiencies from creating new types of positions and eliminating unprofitable business segments, and pulling back to gauge where the industry is going and how they could adapt to be part of that future. One way we can try to stay competitive is continually farm for good regional trading partners, coalesce ideas and programs together, and share thoughts and ideas with a greater group of like-minded recyclers. If you aren't involved with programs or groups like this (Midwest Runner, PRP, etc), I can tell you the way of the future includes sharing information and growing from the knowledge and the application of it.

From the President
"Guess Who's Coming to Dinner". Cover

Making the Most of It. 4

Gateway to the Future Convention
and Trade Show, MATR & ATRI 6

MATR Regular Members 9

Best Practices - The 4X VIN Check . . 10

Help Support the MATR News. 11

MATR Associate Members..... 11

Save the Date



October 19 & 20, 2018
Illinois & Missouri
Come Together
to Explore the



&



GATEWAY TO THE FUTURE

2018 Convention & Trade Show held at St. Louis U-Pic-A-Part

Missouri Auto & Truck Recyclers News

MATR's 2017-2018 Officers and Board Members

Officers

President

Eben Shantz

Modern Imports
7908 Alaska Avenue
St. Louis, MO 63111
(314) 638-6040
eben@modernimports.com

Vice-President

Chris Richardson

Rich Industries, Inc.
4120 Winchester
Kansas City, MO 64129
(816) 861-3200
chris@rich-industries.com

Secretary

Mark Baumgarten

Mack's Auto Parts
295 River City Blvd.
St. Louis, MO 63125
(314) 638-5422
sales@macksautoparts.com

Treasurer

Rhonda Fanning

43 Auto Recycling
5394 Hwy 43
Joplin, MO 64804
(417) 781-7904
Rhonda@43auto.com

Ex-Officio

Jason Tourville

Hwy 160 Import Salvage
1421 S. Main St.
Nixa, MO 65714
(417) 725-2643
jason@160auto.com

Publisher

For information on advertising, please contact R.J. McClellan, Inc.:

R. J. McClellan, Inc.

2357 Ventura Drive Suite 110
Woodbury, MN 55125
Phone: 651-458-0089
Toll Free: 877-525-4589
Fax: 651-458-0125
Email: newsletters@rjmc.com

Ron McClellan

Advertising Sales
Sheila Cain
Managing Editor
Sheila Cain
Layout & Design

Board Members

Out-State (6)

Ruth Ann Mott (2020)

Mott Auto Inc.
20451 Hwy W
Lebanon, MO 65536-8070
417-532-3914
ramott1@hotmail.com

Dennis Roberts, Jr (2019)

County Line Auto Parts
641 N.W. 1801 Road
Kingsville, MO 64061
(816) 697-3535
dennis@countylineautoparts.com

Curt Saxbury (2019)

St. James Auto & Truck Parts, LLC
14655 Co. Rd. 3610
St. James, MO 65559
(573) 265-3294
curt@stjamesautoparts.com

J.C. Shoemyer (2018)

J.C. Auto & Truck Parts
901 County Lane Road
Monroe City, MO 63456
(573) 735-4800
jshoemyer@jcautoautoparts.com

John Whitener (2018)

Auto Parts Company
P.O. Box 77
Moscow Mills, MO 63362-0077
(636) 366-4966
apc.moscowmills@centurytel.net

Dean Yancey (2019)

Yancey Auto Sales
24067 Highway J
Perry, MO 63462-2017
(573) 565-3508
dean@yanceyauto.com

St. Louis (2)

Brent Baumgarten (2020)

Countryside Auto & Truck Parts
392 Zoar Church Road
Wright City, MO 63390-1612
(636) 928-6792
brent@countrysideautoparts.com

Brent Brockman (2020)

Brock Auto Parts & Recycling
1907 Kienlen Ave.
St. Louis, MO 63133
(314) 371-4818
brentbrockauto@gmail.com

Kansas City (2)

Ryan McDill (2018)

All Star Auto Parts
3130 Wheeling Ave.
Kansas City, MO 64129
(816) 921-9999
rjmgd9@hotmail.com

Joe Richardson (2020)

RICH INDUSTRIES
4120 Winchester
Kansas City, MO 64129-1800
(816) 861-3200
joe@rich-industries.com

At-Large Members (2)

Brad Schwartz (2020)

Liberty Auto Salvage
3628 Cass Ave.
St. Louis, MO 63113
(314) 531-4141
autotheatrics@aol.com

Mitch Sorrels (2019)

Sorrels Auto and Truck Parts
4313 I-70 Drive Southwest
Columbia, MO 65203
573-445-4451
mitchell@sorrelsautoandtruck.com

Associate Members (2)

Marty Satz (2018)

Insurance Consultants
401 N. Lindbergh - Suite 322
St. Louis, MO 63141
(314) 994-0095
mzsatz@swbell.net

Drew Van Devender (2018)

Car-Part.com
104 S. Pine St, Ste. 2
Florence, AL 35630
(256) 765-2315
drew@car-part.com

Executive Director

Randy J. Scherr

101 East High Street, Ste. 200
P.O. Box 1072
Jefferson City, MO 65102
(573) 636-2822
(573) 636-9749 fax
rjscherr@swllc.us.com



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

Missouri Auto & Truck Recyclers News

Missouri Auto & Truck Recyclers News is an R.J. McClellan, Inc. Publication. All rights Reserved. The Missouri Auto & Truck Recyclers News is published six times per year for the Missouri Auto & Truck Recyclers Association. None of the material in this publication necessarily reflects the opinion of MATR, its officers, directors, staff, members or its Publisher. Statements of fact and opinion are the responsibility of the author alone. Articles and letters suitable for publication will be published in the next scheduled newsletter as space permits. Articles may be edited for length. Articles that are advertising in nature may be labeled as such.

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.

Making the Most of It

By Amber Kendrick

As we approach the “Gateway to the Future,” the 2018 ATRI and MATR Convention & Trade Show, the first combined conference between Illinois and Missouri, I’m thinking not of the fun weekend full of friends and learning in St. Louis, but of the Monday morning afterwards. Our industry is rich with events that stimulate innovation and encourage sharing strategies. We meet new vendors and collect a few business cards, we talk with our fellow recyclers and spark new ideas, a light-bulb goes off in a seminar or two – but how much of what we gain from the conference do we actually implement in our business when they get back? We sit down Monday morning at our same desk and deal with the work that piled up while we were gone, and those convention contacts and inspirations are pushed to the back of our minds while we deal with the here and now.

When we attend a conference, we are investing our time and money into ourselves and our business. So how do ensure we make the most of our investment? How do we capitalize on what it has to offer? To get the most actual **IMPACT** for your business when you attend the “Gateway to the Future,” or any industry event, is to **prepare, record, and remind!**

Can You Help Us Reduce Our Paper Usage

Would you like to receive the *MATR News* in your in-box rather than your mailbox?

Please send your email information to newsletters@rjmc.com and we will send you the newsletter digitally.

Thank you for helping us save a tree!

Prepare:

In order to get directions to where you are going, you have to know where you are. To prepare for a conference, I run a barrage of reports, most for the most recent quarter. I make a binder, filling it with reports: P&L, balance sheet, sales reports, distribution reports, vehicle profitability, and a summary of vehicles purchased, inventoried, dismantled, and crushed. I also ask my key people what they think the top three issues are that we need to tackle, and I write those down add them to the report binder. The plane or car ride is a great place to pour over your numbers, identifying areas you want to work on. That way, you already know where you need help and you’ll have some questions on your mind. You can ask speakers and also fellow auto recyclers and vendors how you can improve brokered profit percentages, speed up deliveries, increase sales per salesperson, or any other question that is weighing on your mind after you evaluate where you are. If you make this binder, your key statistics will be on your mind; you will be prepared to learn what you need to, in order to grow and improve!

Record:

When you are in a seminar, take notes. Another option is to record the presentation on your phone or iPad. I keep two sets of notes: in one, I take detailed notes on what the speaker is talking about and ideas I have while they are speaking. In the other, I write down specific **ACTIONS** I plan to take when I get home based on what I’ve heard. Most people don’t go through pages of notes when they get back to their busy schedules, but if you make a list of actions, and put that above your desk or your bathroom mirror, where you’ll see it daily, you will remember what you wrote in your extensive notes as you complete each action. I usually

read my first set of notes three months after the conference, refresh my memory, but I use the action notes right away.

Networking with other recyclers when you are at an event like the Gateway to the Future can prove as insightful as an expert's seminar. Ask questions; listen to what your peers are doing to improve their businesses, as well as what did not pan out for them. If you are considering stocking remanufactured engines and transmissions, seek out other recyclers doing that and ask for their advice. You may be shocked at how much people are willing to share!

On your way home, or once you get back, take some time to think about what you heard. Make a list of what you are going to change because of what you learned. If you have a friend who also attended the Gateway to the Future, send them an e-mail and tell them what you took home, and what you are going to do about it, and ask them if they'll share what they learned and their plan. You can get ideas from each other and hold each other accountable to making the changes you said you would.

Remind:

The last way to really capitalize on your investment of going to the Gateway to the Future, or another industry event, is to remind yourself and your staff of what you learned, and win employee buy-in. Taking key employees with you and then discussing what you both learned is great. But even if they don't go to the event, tell them about it! Remember that list you made before the conference? Show it to them; relate what you've learned and what you plan to do. Not only will you energize your employees and get them excited to make the business better, you will show them their opinions matter! Utilize your phone or calendar to set reminders. The reminders keep me following through on the ideas I've had while sitting in a seminar.

Take time to **prepare, record, and remind** and when you get back from the Gateway to the Future, get your people to help you follow through on what you've learned, and you will truly make the most out of the 2018 ATRI and MATR Convention & Trade Show!

Amber Kendrick is the President and Sales Manager of Pete's Auto & Truck Parts in Jenison, Michigan. She shares her real-world experience with fellow recyclers through consulting and through speaking at state and national conferences. Amber was the keynote speakers at the 2015 FADRA (Florida,) 2016 OARA (Ontario,) and 2017 ARNE/ARANY (North East, New York) conferences. In her spare time, Amber enjoys traveling, reading, camping and music. She would love to expand her speaking and consulting to include visiting other countries.

UCC UNITED CATALYST CORPORATION



**Get The Most for Your Converters
With a Process You Can Trust.**

CALL US TODAY! 864-834-2003

www.unitedcatalystcorporation.com

October 19 & 20, 2018
Illinois & Missouri
Come Together
to Explore the

GATEWAY TO THE FUTURE

2018 Convention & Trade Show held at St. Louis U-Pic-A-Part
St. Louis U-Pic-A-Part • 6111 Bunkum Road • Washington Park, IL 62204



YARD TOURS!!!
SAVE THE DATE!!!
COMPLIMENTARY BEER!!!



HOTEL INFORMATION

Holiday Inn Fairview Heights

313 Salem Place • Fairview Heights, IL 62208
 For reservations call 618-212-1300.
 Mention **Auto Recyclers** for a special room
 rate of \$110. Includes a full hot buffet
 breakfast and free parking.

CUT OFF DATE IS 9/20/18



EVENT

SPONSORSHIPS

Yellow \$800
Green \$1000
Red \$2000

Thank you for your support!

CONTACT INFORMATION:

Michelle Lechner
 877/880-2874 fax: 877/747-7597
 Email: ILLautorecyclers@aol.com

SCHEDULES OF EVENTS

Thursday, October

Join in the fun at Gateway KartPlex for a night

First come, first served

Check out their website

Friday, October 19

Noon
 1:00 – 1:50

1:00 – 1:50
 2:00 – 2:50
 2:00 – 2:50

Break
 3:10 – 4:30

3:10 – 4:00
 4:00 – 5:00

5:00pm - 9:00pm

EVENT SPONSORSHIPS

- Recognition
- Website listing
- Acknowledgment

EXCLUSIVE TRADE SHOW

All events are a one-on-one time
 Hors d'oeuvres, the trade show

HELP WITH LIVE

Please consider
 Friday night Live
 service from you
 would get the benefit
Your donation a

ITS:

18

Gateway Motor Sports
of racing.
serve for 35 people.
website at www.gatewaykartplex.com



Registration Open

George Metos

Know the value of your business

Phoenix Cores

SAV Transportation

Del Wales-Web Marketing Services, LLC,

The world of social media

IL Green Car awards with

Sara VET Environmental

MATR Annual Membership Meeting

Amber Kendrick,

Increasing Brokered Sales and Profits:

*Directed specifically towards sales managers/owners,
this seminar focuses on your company infrastructure
and how to set yourself up for brokered sales success!*

Trade Show Opens,

Cocktails/Auction/Reception

*reception with cocktails & hors d'oeuvres and auction,
and more in the trade show area*

Saturday, October 20

8:00am – Noon Registration

9:00 – 9:50 **Car-part.com**

9:50 – 11:00 **Amber Kendrick,**

Hiring Your Best Team Ever:

*Hiring great people in 2018 is hard - and it's one of
the most important things we do!*

Where's that Part and is it any Good?

*Inventory control is crucial - but how do you monitor
it and how do you improve it? Learn to not only find
missing parts but prevent them from going missing.
Reduce your credit rate and returns. You can increase
your sales and profitability through inventory control!*

9:50 – 10:50 **IL Green Car, Sara VET Enviro**

Get all your questions answered

Break

11:00 – 12:00

Young Guns Round Table,

**How-to connect with your state Representatives/Senators
General Round table to discuss what your issues are.**

Noon

Trade Show Opens

Lunch with exhibitors

All subject to change

SHIPS INCLUDE:

Banners, signs and badges

ing and link

ment the ATRI News & MATR News

SHOW HOURS

at the yard, St. Louis U-Pic-A-Part Exclusive
e with exhibitors and attendees before the
, cocktails and auction and more begin in
area.

AUCTION

r donating a service or item for the
e auction. This item can be a product or
ur company, or any item that you think
idding going in a live auction.

and support is appreciated!

THURSDAY EVENING MEET & GREET:

Gateway Motor Sports KartPlex

Thursday evening, a "Meet & Greet" will be held at the Gateway Kartplex where participants can race go-karts for a prize, or just mingle with others and enjoy the fun surroundings. The Gateway Kartplex is a purpose built karting facility inside the oval track at the Gateway Motorsports Park. Located inside turns one and two, the Kartplex is completely independent from the surrounding racing facilities and can be run on while the oval and road course are in use.



*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 19 12pm - 4pm
 Tear down Saturday anytime after 3pm
 Show Hours: Friday, 5pm - 9pm • Saturday, 12pm - 3pm
St. Louis U-Pic-A-Part
6111 Bunkum Road • Washington, IL 62204

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
 How many addl. tables \$300 \$ _____
 Extra people \$45/person \$ _____

Please check here for: Electricity Internet
 Attending Cocktail Auction/Reception Saturday Lunch

Meals induced for how many? _____
 KartPlex Racing for how many? _____

SPONSORSHIPS AVAILABLE - Thank you for your support!

All sponsors will be acknowledged throughout the event!!!

Event Sponsor \$800 / \$1000 / \$2000 \$ _____
 Thursday Evening at KARTPLEX. \$1200 \$ _____
 Friday Beer Truck \$1000 \$ _____
 Friday Auction/Cocktail Reception \$1500 \$ _____
 Session Sponsor (Multiple) \$500 \$ _____
 Break Sponsor (Multiple) \$500 \$ _____
 Saturday Lunch. \$1500 \$ _____

TOTAL \$ _____

PAYMENT INFORMATION

Enclosed Check payable to: Auto & Truck Recyclers of Illinois
 PO Box 9424 • Springfield, IL 62704
 Credit Card Payment Fax to: 877-747-7597
 Name on card _____
 Card # _____
 Exp. date _____ Credit Card Zip Code: _____

ATTENDEE REGISTRATION

**Registration fee is \$99 per person or
 \$79 per person if three or more
 and \$69 per person if five or more
 register from the same facility.**

**Fee includes all meals, seminars!
 Don't forget to sign up for Thursday at Kartplex!**

Company Name _____
 Contact Name _____
 Address _____
 City/State/Zip _____
 Phone _____ Fax _____
 E-mail address _____
 Website _____

Names for Badges	Names for Badges
_____	_____
_____	_____
_____	_____
_____	_____

Select ONE pricing level based on # of Attendees

No. of attendees: _____ @ (1/2) \$99/person = \$ _____
 or _____ @ (3-4) \$79/person = \$ _____
 or _____ @ (5+) \$69/person = \$ _____

TOTAL \$ _____

Gateway Motor Sports KartPlex

If you want to drive the karts on Thursday, please let us know.

First come, first served! # of Drivers _____

So we can better plan our meal requirements, please indicate which meals you will be attending and number of meals required. (Breakfast is provided by the hotel) Thank you!

<i>Friday Evening</i>	<i>How Many?</i>	<i>Saturday</i>	<i>How Many?</i>
Y N		Y N	
<input type="checkbox"/> <input type="checkbox"/> Lunch	_____	<input type="checkbox"/> <input type="checkbox"/> Lunch	_____
<input type="checkbox"/> <input type="checkbox"/> Reception/Auction	_____		

PAYMENT INFORMATION

Enclosed Check payable to: Auto & Truck Recyclers of Illinois
 PO Box 9424 • Springfield, IL 62704
 Credit Card Payment Fax to: 877-747-7597
 Name on card _____
 Card # _____
 Exp. date _____ Credit Card Zip Code: _____



President... continued from cover

All of which brings me back to the original point of our joint meeting with ATRI we have in October. This event is being hosted at U-Pic-A-Part. We are a smaller group of recyclers than ATRI, which doesn't make much sense since our geography make us a perfect location for selling parts all across the country. If you know a fellow MO recycler not involved in MATR, call them and let them know about this event, there is much to be learned from a larger group! I know that U-Pic-A-Part is a self-serve...and while their operations are run completely different because of their customer base, there is still much we can learn from that industry. Not only that, but since we will be there with many other full-service owners, it's the perfect opportunity to see if anyone has been able to modify some of their practices and put them to good use back at their facilities. So please, everyone please mark your calendars for October 18th-20th and let's continue to help each other out. Remember, we most certainly are all in this together. If the customer uses a quality recycled part (regardless of who it came from) we all win!

MATR Regular Members

- | | |
|---|--|
| A-1 Auto Recyclers
573-442-4343 | Jack's Auto Salvage
636-947-6005 |
| Al's Auto Salvage & Sales
314-382-6112 | Johannes Auto Sales, Inc.
573-243-3506 |
| All Star Auto Parts
816-921-9999 | Liberty Auto Salvage
314-531-4141 |
| Archway Auto Salvage & Sales, Inc.
636-671-1120 | LKQ Corporation
954-492-9092 |
| Auto Parts Company
636-366-4966 | Mack's Auto Parts, Inc.
314-638-5422 |
| B & W Truck Repair, Inc
573-393-2357 | Meadows I-44 Truck & Auto
417-491-4934 |
| Brock Auto Parts & Recycling
314-371-4818 | Midway Auto Parts, Inc.
816-241-0500 |
| Busy Bee Auto Salvage & Sales Inc.
816-331-2156 | Modern Imports, Inc.
314-638-6040 |
| County Line Auto Parts
816-697-3535 | Mott Auto
417-532-3914 |
| Countryside Auto & Truck Parts
636-928-6792 | Pick n Pull Auto Dismantlers Kansas City
816-231-1618 |
| Davis Auto Wrecking & Sales LLC
816-229-3432 | Pick n Pull Auto Dismantlers St. Louis
916-681-3463 |
| Delta Auto Parts & Salvage, Inc.
573-379-5438 | Premier Auto Rebuilders & Truck Salvage
417-532-5555 |
| E & J Auto Salvage
636-479-4132 | Rascal Flats, Inc.
660-388-6389 |
| Fierge Auto Sales
800-252-9025 | Rich Industries
816-861-3200 |
| Forty Three Auto Recycling
417-781-7904 | Rogers Wrecking & Salvage
417-532-7460 |
| H & W Auto Parts
417-865-5747 | Sorrels Auto & Truck Parts
573-445-4451 |
| Higbee Auto Service
660-456-7201 | St. James Auto & Truck Parts, LLC
800-264-3294 |
| Highway 160 Import Salvage, Inc.
417-725-2643 | Trump Trucks
877-238-7409 |
| Hillsdale Auto Parts
314-385-9950 | Vander Haag's, Inc.
712-262-7000 |
| J.C. Auto & Truck Parts
573-735-4800 | Yancey Auto Sales & Parts
573-565-3508 |

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

Support MATR News
877-525-4589

Best Practices - The 4X VIN Check

By Katie Stark & Paul D'Adamo

The "Let's Talk" Series is designed to help recyclers understand defective Takata Airbag Recalls and make good business decisions.

Are You Selling Airbags to Customers? No worries but let's be clear on one thing; it is illegal to sell parts that are Recalled. The 4X VIN Check provides the necessary best practices to protect your business. Fines begin at \$21K per violation and cap at \$105M. Recalled airbags have zero parts value so why not remove them and get paid to do it?

What are best practices for Recalls and airbags in particular? Let's call this the 4X VIN Check Process:

1. **Incoming Inventory Vehicles** - Upon entering the VIN to create the motor vehicle record in your Yard Management System, run a VIN Check. Why wait? Remove buyback airbags at this time.
2. **Vehicles brought in for dismantling** - VIN's are added so run a VIN Check prior to dismantle.
3. **Point of Sale** - prior to any air bag being sold (inventory or brokered), run a VIN Check. Have your Parts Sales Representatives print the sheet that shows 0 Recalls and attach to the customer invoice.
 - a. suggestion: scan the invoice and the Recall print out and

save to your YMS for future reference

4. **Crush** - prior to crushing, run a VIN Check one last time and remove any buyback airbags.

Available Tools:

1. **rascorepro.com** (select Search Recalls at top of screen)
2. **Hollander Monthly Email Blasts** - specific to your yard inventory on Eden
3. **Inventory Buddy** - recalled airbag notification at time of inventory
4. **URG NHTSA Recall Hot Key** - works with all yard management systems
5. **safercar.gov**

Airbag FAQ's

- All shipping and packing materials are paid for. Zero out-of-pocket expense
- Participating in the airbag buy-back program provides tracking and destruction of these dangerous parts.
- Buyback airbag removal is time effective and profitable. Easier than converters or aluminum wheels.
- Create monthly cash flow! \$55 drivers \$60 passenger. Checks are mailed within 28 days of check-in.

Marty Satz



Insuring the Salvage & Recycling Industry

Since 1976

**Please contact us for a
Competitive Quote and ask Our Clients
about our Exceptional Service**

800-449-1151

9666 Olive Blvd., Suite 303, St. Louis, MO 63132
ph: 314.994.1151 | tf: 800.449.1151 | fax: 314.994.7494
email: mzsatz@swbell.net | www.midwestici.com





Katie the "Recall Gal" and Paul the "Recall Guy" 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

MATR Associate Members

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

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

Environmental Works, Inc.
Springfield MO
417-890-9500

Grant Iron
St. Louis, MO
314-421-5585

Grossman Iron & Steel
St. Louis, MO
314-231-9423

Hollander, A Solera Company
Plymouth, MN
763-519-3231

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

PDC Laboratories, Inc.
Florissant, MO
314-432-0550

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

HELP!

Can you help to continue MATR News?
If you have been thinking about advertising NOW is the time!

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.

Can you support MATR News?

Call 877-525-4589

JC

800-678-4900
www.jcautoparts.com

Auto & Truck Parts
Since 1960

Foreign & Domestic
Over 35 Acres of Late Model Salvage
Aftermarket Sheet Metal, Cooling & Lighting
Remanufactured Engines and Transmissions
901 County Line Rd • Monroe City, MO 63456

Missouri Auto & Truck Recycler News

RJ McClellan, Inc.
2357 Ventura Drive Suite 110
Woodbury, MN 55125

Change Service Requested

PRESORTED
STANDARD
U.S. POSTAGE
PAID
Twin Cities, MN
Permit No. 7911



Car-Part Gold

Building a profitable future together!



- ▶ Car-Part displays over 100 million images every month.
Are you taking high quality pictures of the parts you want to sell?



- ▶ 30% of Car-Part traffic is from mobile devices.
Are your parts on Car-Part Mobile?



- ▶ 1400 Auto Recyclers are Car-Part Certified on Car Part Pro.
Are you Car-Part Certified?



- ▶ TOP 10 insurers in the US and Canada are asking their shops to source parts through Integrated Car Part Pro. Shops and Insurers see more than twice as many recycled parts on Car Part Pro which includes your brokered parts AND their delivery times. Integrated Car Part Pro helps your buyers reduce costs by choosing recycled assemblies over equivalent components.
Are you optimized for Car-Part Pro?



Ask your friendly Car-Part
sales solution expert for a tune up!

<http://products.Car-Part.com> • 859-344-1925