



# Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

August/September 2019

## From the President

By Eben Shantz

### Survival of the fittest

A business that doesn't grow, dies.

While that may be a long, protracted death, if you're not growing at GDP (about 3%) per year or finding a way to cut the same amount in your expenses, you're sliding backwards.

In my short tenure at Modern, I've learned the following theorems to be true of this business:

1. **You can't count on the scrap market to make you \$\$\$.**

I believe we all know this, but the roller-coaster that palladium and steel have gone through the past year means if you either held cats or bodies too long, it really could've changed your outcome on those vehicles.

2. **Market conditions will continue to change.**

One day an axle shaft sells, the next day it's flooded on Ebay for half the price you sold your first one for and you have 4 more in the racks. This business is nothing if not demand driven and the nice salvage gets harder and harder to find and purchase. Focus on the mainstays and dabble in the new, some mix there is the correct balance.

3. **The fixed expenses rise, \*ALWAYS\***

I can name on one hand how many times in my entire life rent, electricity, water, supply costs, or heavens-me BUYER FEES have ever gone down (what

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## MATR's 2018-2019 Officers and Board Members

### Officers

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**Eben Shantz**  
Modern Imports  
St. Louis, MO  
eben@modernimports.com

#### Vice-President

**Chris Richardson**  
Rich Industries, Inc.  
Kansas City, MO  
chris@rich-industries.com

#### Secretary

**Mark Baumgarten**  
Mack's Auto Parts  
St. Louis, MO  
sales@macksautoparts.com

#### Treasurer

**Rhonda Fanning**  
43 Auto Recycling  
Joplin, MO  
Rhonda@43auto.com

### Ex-Officio

**Jason Tourville**  
Hwy 160 Import Salvage  
Nixa, MO  
jason@160auto.com

### Board Members

#### Out-State (6)

**Ruth Ann Mott (2020)**  
Mott Auto Inc.  
Lebanon, MO  
ramott1@hotmail.com

**Dennis Roberts, Jr (2019)**  
County Line Auto Parts  
Kingsville, MO  
dennis@countylineautoparts.com

**Curt Saxbury (2019)**  
St. James Auto & Truck Parts, LLC  
St. James, MO  
curt@stjamesautoparts.com

**J.C. Shoemyer (2018)**  
J.C. Auto & Truck Parts  
Monroe City, MO  
jshoemyer@jcautoparts.com

**John Whitener (2018)**  
Auto Parts Company  
Moscow Mills, MO  
apc.moscowmills@centurytel.net

**Dean Yancey (2019)**  
Yancey Auto Sales  
Perry, MO  
dean@yanceyauto.com

#### St. Louis (2)

**Brent Baumgarten (2020)**  
Countryside Auto & Truck Parts  
Wright City, MO  
brent@countrysideautoparts.com

**Brent Brockman (2020)**  
Brock Auto Parts & Recycling  
St. Louis, MO  
brentbrockauto@gmail.com

#### Kansas City (2)

**Ryan McDill (2018)**  
All Star Auto Parts  
Kansas City, MO  
rjm9d@hotmail.com

**Joe Richardson (2020)**  
RICH INDUSTRIES  
Kansas City, MO  
joe@rich-industries.com

#### At-Large Members (2)

**Brad Schwartz (2020)**  
Liberty Auto Salvage  
St. Louis, MO  
autotheatrics@aol.com

**Mitch Sorrels (2019)**  
Sorrels Auto and Truck Parts  
Columbia, MO  
mitchell@sorrelsautoandtruck.com

#### Associate Members (2)

**Marty Satz (2018)**  
Midwest Insurance Consultants LLC  
St. Louis, MO 63132  
marty@midwestici.com

**Drew Van Devender (2018)**  
Car-Part.com  
Florence, AL 35630  
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

## 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

**Forty Three Auto Recycling**  
417-781-7904

**H & W Auto Parts**  
417-865-5747

**Higbee Auto Service**  
660-456-7201

**Highway 160 Import Salvage, Inc.**  
417-725-2643

**Hillsdale Auto Parts**  
314-385-9950

**J.C. Auto & Truck Parts**  
573-735-4800

**Jack's Auto Salvage**  
636-947-6005

**Johannes Auto Sales, Inc.**  
573-243-3506

**Late Model Auto Parts**  
816-483-8500

**Liberty Auto Salvage**  
314-531-4141

**LKQ Corporation**  
954-492-9092

**Mack's Auto Parts, Inc.**  
314-638-5422

**Meadows I-44 Truck & Auto**  
417-491-4934

**Midway Auto Parts, Inc.**  
816-241-0500

**Modern Imports, Inc.**  
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**Mott Auto**  
417-532-3914

**Pick n Pull Auto Dismantlers  
Kansas City**  
816-231-1618

**Pick n Pull Auto Dismantlers  
St. Louis**  
916-681-3463

**Premier Auto Rebuilders & Truck  
Salvage**  
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

## MATR Associate Members

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

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

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

**Junk Car Medics**  
Rochester NY  
888-449-1151

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

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



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## Missouri Auto & Truck Recyclers News

### Publisher

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

**R. J. McClellan, Inc. 877-525-4589**  
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**Ron McClellan, Advertising Sales**  
**Sheila Cain, Layout & Design**

### Missouri Auto & Truck Recyclers News

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President... continued from cover

am I saying, those have never gone down). When I budget each year, even if I project a 3% sales increase based on increased purchases you'd better believe I'm adding 5% expense increase to account for this. Most of us are so trim that it is nearly impossible to do more without paying more, that's just what it is in a product-based business.

4. **Potential employees have the best job market in a generation, and it shows.**

You can't hire anyone for under \$15/hr anymore. Don't even try. The ones you do get for that couldn't cut the Walmart or Amazon fulfillment jobs because they didn't want to work that hard or show up on time. Pay the money. You'll be happy you did later.

**How do you combat these market conditions?**

Well, there is a fantastic opportunity coming up to rub shoulders with some of the brightest minds in the industry at the ATRI/MATR joint convention on October 25-26th in Alton, IL. Most of these owners are just like you, trying to make it all work somehow, and they may have some of the answers you are looking for.

**Don't miss it!**

-Eben Shantz  
eben@modernimports.com

## Electronic Reporting of Purchases Reduces Vehicle Fraud

*By Jay Svendsen,  
Auto Data Direct, Inc.*

Accurate reporting and tracking of a vehicle's title history is now an accepted method of reducing and eliminating opportunities for vehicle fraud. Several jurisdictions have adopted laws requiring reporting within a specific time-frame, sometimes as soon as 24 or 48 hours of purchase. While these requirements are typically aimed at the junk/salvage/insurance industries, reporting requirements may be considered for dealers and tow/wrecker operators in the future.

Other jurisdictions including Alabama, South Carolina, and North Carolina have enhanced requirements for businesses to report prior to a purchase. These states also allow vehicles to be purchased without a title as long as it was manufactured prior to a certain year and its value is less than a specified amount (typically less than \$1,000). This pre-purchase reporting allows those vehicles to be run through a system to check whether they have been reported stolen prior to the transaction occurring. If it is reported stolen, they can refuse the seller, and if not re-

## Marty Satz



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ported stolen, can continue with their purchase. These same businesses are required to report their purchase to NMVTIS separately ensuring that the transaction history is made available to all states and consumers.

Since 2012, the Georgia Department of Revenue requires auto recyclers and secondary metal recyclers to report their purchases to a state system within 48 hours of purchase. The business must determine if the vehicle is going to be scrapped/sold for parts or possibly rebuilt. Then they advise the Department whether they wish to cancel the title or not. As a benefit to reporting into the state system, the jurisdiction reports these vehicles to NMVTIS on behalf of the business.

The Georgia model allows a business to do a single report and complete both their state and federal reporting requirements. The state and the NMVTIS database are updated making the information available to all entities needing access to the data.

Tennessee's model which has been in place since 2016 is similar but requires reporting within 24 hours of purchase and that a stolen check is performed each evening for up to 30 days after the initial report. Using this model, any vehicle found to be stolen can be recovered. If the reporting entity collected and reported all of the required information and followed reporting procedures, they avoid being subject to 'possession of stolen goods' issues.

Through each of these states' programs, jurisdictions see between 9,000 to 15,000 vehicles reported every month. They can use the data to update their state records accordingly, greatly reducing the possibility of the VIN and its associated paperwork being used for malicious activities. In states where stolen checks are performed, the actual stolen rates are very low, generally between .15% to .25%. However, because of the volumes of vehicles involved; this can mean identifying 15 to 35 stolen vehicles each month in each state.

By using NMVTIS as a reference, these states can see what has happened to a VIN before they perform any title transactions. Unfortunately, VIN cloning and other vehicle frauds

are common but reporting of VINs puts them on the 'map.' Accurate and timely reporting reduces thousands of VINs from being tampered with, protecting consumers, businesses, and jurisdictions alike.

Similar laws as referenced above have passed in Arizona, but new reporting procedures have not yet been implemented. Nebraska is also considering changes to its law this year. Throughout the country both industry and government are working together to find efficient, cost-effective reporting processes that will boost the value and accuracy of the NMVTIS system.

From an operational standpoint, the programs in Alabama, South Carolina, and North Carolina are state run and the jurisdiction is responsible for updating its records and NMVTIS. However, the jurisdiction can't update NMVTIS

*Vehicle Fraud... continued on page 11*



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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 of Illinois

### **SCHEDULE OF EVENTS:**

#### **Friday October 25**

- 3:00 pm **Tour at Grossman Iron & Steel**  
5 N Market St. Louis, MO 63102
- 4:00 pm **Registration Open**, Best Western Premier
- 5:00pm-10:00pm **Trade Show Opens -**  
**Cocktail/Silent/Live Auction/Reception**  
**Exhibitor Appreciation Night!**

#### **Saturday Oct 26**

- 8:00 am **Breakfast with Exhibitors**  
**Trade Show Opens**
- 11:15am-12:15pm **Crashlink & Car-Part Interchange Plus Options**  
for all Management Systems by Car-part.com
- 12:30 pm **Lunch** in Hotel Atrium
- 1:30pm-2:30pm **Business Options for Small Operators**  
by George Metos
- Break**
- 2:45pm-3:45 pm **Increase Profitability Through eBay Sales**  
by Hollander
- 2:45pm-3:45pm **Maximize Your Scrap and Core Values**  
by Legends Smelting
- 3:45pm-4:45pm **Bounty Hunter 2019 - Defective Takata**  
**Airbag Recovery Self Service -**  
**Operations and Marketing Update**  
by Paul D'Adamo RAS Cores
- 4:45pm **IL Green Car Awards** by VET Environment
- 4:45pm **MATR Board/Membership Meeting**
- 5:30pm **Pig Roast at Red's Auto Parts**  
with live music by Rogers & Nienhaus &  
Hayrides through the yard!

**Trade Show and all meetings at the Best Western Premier.**  
**The hotel will shuttle to and from Red's Auto Parts**  
**which is less than 2 miles from the hotel.**

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Auto & Truck Recyclers of Illinois



### **HOTEL INFO**

#### **Best Western Premier - Alton**

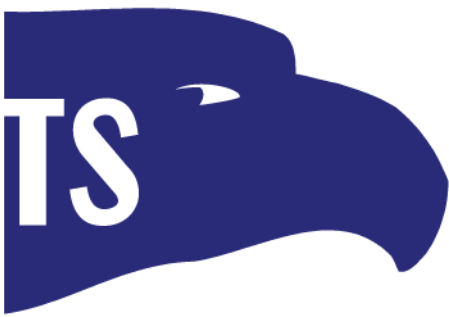
3559 College Avenue • Alton, IL 62002  
618.462.1220

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**

**All subject to change**



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# & 26, 2019 Truck Recyclers of Illinois

### SEMINARS & EVENTS INCLUDE:

- Tour **Grossman Iron & Steel** (Friday Afternoon)
- Exclusive **Trade Show Hours**
- **Exhibitor Appreciation Night**
- **Educational & Motivating Speakers**
  - Car-Parts.com
  - George Metos
  - Hollander
  - Legends Smelting
  - Paul D'Adamo
- **Yard Tours** at Red's Auto Parts and around the St. Louis area
- **Pig Roast & Live Music** at Red's Auto Parts (Saturday Evening)

### 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!**

### CONTACT INFORMATION:

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

## 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!*

**Best Western Premier - Alton**  
**3559 College Avenue • Alton, IL 62002**

Company Name \_\_\_\_\_

Contact Name: \_\_\_\_\_

Address: \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Ph: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_

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 \$**

So we can better plan our meal requirements, please indicate which meals you will be attending and number of meals required. Thank you!

<b>Friday</b>	<b>How Many?</b>	<b>Saturday</b>	<b>How Many?</b>
Grossman Tour	_____	Breakfast	_____
Reception/Auction	_____	Lunch	_____
		Pig Roast	_____

### 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 \_\_\_\_\_

Address: (if different than above) \_\_\_\_\_

City/State/Zip: \_\_\_\_\_

Card # \_\_\_\_\_

Exp. date \_\_\_\_\_ Credit Card Zip Code: \_\_\_\_\_

# 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  
 How many addl. tables \_\_\_\_\_ \$300 \$ \_\_\_\_\_

Extra people \_\_\_\_\_ \$45/person \$ \_\_\_\_\_

Please check here for: Electricity  Internet   
 Attending: Grossman Iron & Steel Tour  Exhibitor Appreciation Night   
 Saturday Breakfast  Saturday Lunch   
 Saturday Pig Roast at Red's Auto Parts

Meals included for how many? \_\_\_\_\_

## 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 **NEW**  
 "Commercial" ..... \$100 \$ \_\_\_\_\_

**Total enclosed** \$ \_\_\_\_\_

## 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: \_\_\_\_\_

## 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.)

## 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 are much appreciated!**

## CONTACT INFORMATION:

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







## Selling Used Parts in “The Future”

*By Theresa Colbert*

For many recyclers, “The Future” is now! These recyclers do a great job of selling correct parts, taking pictures, and repricing parts as needed. But, we do have a few recyclers out there who need to look forward, and not keep doing things “because that’s the way we’ve always done it!”

Most of us know the number one reason that body shops don’t like using used parts (or, according to them, “junkyard parts”):

*“The part is not as described.”*

In reality, they are exactly right!! Consider this scenario: The shop has a job that needs to be done in a few days. They order a hood from YARD XYZ. The description is: “Victory Red Paint Code=74/WA9260 Light Scratches 2S1.” The hood shows up the next day. It’s exactly what was described, and exactly what they wanted.

They also order a fender from another yard, ABC YARD. Its description is: “Red,000.” It doesn’t show up until 3 days and 2 phone calls later. When the driver gets there, the fender is maroon, not red. It has rust on the seam, and a golf ball size dent in the middle of it.

What does the service writer do? Complains about BOTH of the parts, writes a supplement, and just calls the dealer for parts. We, as an industry, need to do a much better job of listing and describing our parts.

Another one of the BIGGEST complaints that I get from shops and other recyclers is, “Why don’t people put prices on Car-Part.com? When I see \$CALL I skip right over the part!” You can’t blame them! We are living in an “Amazon World!” I was teaching a class about this a few weeks ago, and I asked the classroom a couple of questions:

1. If you went to Target.com to get new bath towels, but when added them to the cart you saw \$CALL instead of a price, what would you do?
  - EVERYONE said, “Go somewhere else to buy my towels”
2. If you are looking for a part on Car-Part.com and two people have the same exact part, but only one has images, what do you do?
  - EVERYONE said, “Skip over the one that doesn’t have images.”

What do images do to help our sales when we are selling parts online?

1. They give the customer confidence that they are buying the correct part. They can see that it matches the part that they are taking off.
2. They confirm that the part is in the condition that they expect it to be in. The image shows if there are dings and dents and rust spots. Or, it shows that the part is off, clean, and ready to ship.

“The FUTURE” is NOW!!! Is your business ready? Are you prepared to sell parts in an online world? If not, you may need to think about what you need to do to get moving forward.

As always, if you have any questions or comments, please feel free to email me at [TheresaC@Car-Part.com](mailto:TheresaC@Car-Part.com). You can also call/text me at 859-802-2382. Thanks for reading and have a great month!





# 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](http://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  
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[www.matronline.com](http://www.matronline.com)





*Vehicle Fraud... continued from page 5*

through its feed unless it becomes an official NMVTIS Data Consolidator. So, in these states the industry member must report to both the jurisdiction and NMVTIS separately.

Conversely, the programs in Georgia and Tennessee are operated by a third party, Auto Data Direct, Inc., which is a Department of Justice approved NMVTIS data consolidator. The state pays a flat monthly fee of \$5,000 for the data collection or \$7,000 per month for data collection and the stolen check processing. There is no limit on the number of records reported or the number of businesses participating. The third-party consolidator handles all data collection, customer service, data feeds to the state as desired, daily updates to NMVTIS, and maintenance of the service. In this model, businesses can use

system tools to make reporting easier. Through a single report, all of their reporting requirements are met. Because reporting requirements throughout the country are similar; businesses that operate in multiple jurisdictions don't have unique processes for each state which would be very burdensome.

Combining state and national reporting functions can help thousands of vehicles in transition from dropping off the radar while businesses comply with more time-consuming processes. By reporting vehicles to the state, the vehicles are placed and classified in the NMVTIS system making them visible to law enforcement and titling agencies. Using the information provided in NMVTIS, jurisdictions can improve the accuracy of their records and process titles with more confidence.

### Contact Information:

Jay Svendsen  
National Salvage Manager  
Auto Data Direct, Inc.  
jays@add123.com • 850-591-5737



## MATR Dates of Interest

2019

October

- |       |  |
|-------|--|
| 10-12 | ARA Convention & Expo<br>Charlotte, NC<br><a href="http://www.araexpo.org">www.araexpo.org</a> |
| 25-26 | MATR & ATRI Joint Annual Meeting & Convention<br>Best Western Premier<br>Alton, IL             |

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