

# Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

October/November 2018

## From the President

By Eben Shantz

### Zigging and Zagging

It's no secret, I hate unknowns...and I have a sneaking suspicion that you may not, as well!

With our businesses running so tight on margins, we have to count on labor being \$X and all other expenses being around \$X to make it all work. So when the unexpected happens, it's downright painful.

Recently, we've had a lot of external theft problems, mostly cores (cats, batteries, aluminum wheels, etc) but one time it was two GM 6.2L V8's and then a bunch of cats cut off some rebuilders we had, rendering them parts cars. Now THAT costs. I know these problems to be so bad in some areas that owners add in a "theft/damage" line to their budget so they at least have a buffer if something like this happens. Naturally, I did not.

### So what do you do now?

It's a fact of this business that people want what you have and there's very little you can do short of building Fort Knox to stop them. A night security officer is cost-prohibitive (and may lead to that person partaking in the pilfering), fencing is expensive, lights can be shot out, and dogs...well...I don't know about you but we don't need any more mouths to feed around here, thank you. You Zig, they Zag. We all know that money spent NOT on product doesn't come back. It's that kind of cat and mouse game our businesses just don't have time for. Conceding there is realistically no possible way to stop all theft forever, I sat down to think through the process of what to do when there is theft and how to handle the costs to the business. After

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

Find us on 

Missouri Automobile and Truck Recyclers Association

### Missouri Auto & Truck Recyclers News

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*President... continued from cover*

a short conversation with my CPA, I learned you can actually write off the inventory as stolen instead of just deleting the parts, so you can actually realize the loss in your cost of sales (or goods).

**1. Report it to the police**

Not our favorite thing to do and usually produces nothing, but you at least go through the motions of getting a case number. Hopefully after enough of those, someone starts paying attention or you have leverage to go to your local business association and use them to get police help.

**2. Take inventory of the stolen items and write up invoices for them, with VIN #'s**

This is the part I was missing before. This way the vehicle in your inventory system still gets credit as a "sale" so it feeds your bidding package correctly. Before I was just deleting the inventory and looking at that car 2 years later saying, "Why didn't this thing produce?!?"

**3. Patch up the damage and make it harder to get in!**

Get your employees involved. 99% of the time they are as unhappy as you are this is happening. If the flunkies are using the same place over and over to get in, we start writing nice

little notes to them and putting car hulls in front of that area... usually with some presents in them. I can go into detail about some of the more creative traps we've set, but it suffices to say there have been some very oily perpetrators some nights.

In conclusion, don't try to change what has already happened, focus on what you can do NOW to make things better, move forward. Keep your parts racks full and that will keep the machine churning. Be safe out there!

- Eben

# Marty Satz



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## MATR Dates of Interest

**2018**

October  
19/20 MATR Annual Meeting, w/Auto & Truck Recyclers of Illinois St. Louis U-Pic-A-Part Washington Park, IL

November

1-3 ARA Convention Orlando, FL

## 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.

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# 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**



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**COMPLIMENTARY BEER!!!**



## HOTEL INFORMATION

### Holiday Inn Fairview Heights

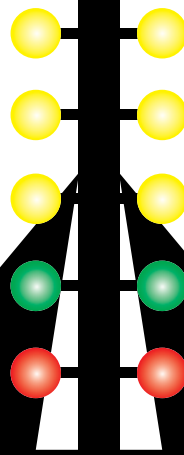
313 Salem Place • Fairview Heights, IL 62208

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 19

Join in the fun at Gateway KartPlex for a night of racing!

### First come, first served

Check out their website for more info.

### 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 SPONSORSHIP BENEFITS

- Recognition
- Website listing
- Acknowledgment

## EXCLUSIVE TRADE SHOW OPPORTUNITIES

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

## HELP WITH LIVE STREAMING

Please consider Friday night Live service from you would get the best results.

## Your donation a

**ITS:**  
**18**

Gateway Motor Sports  
of racing.  
erve for **35 people**.  
bsite at [www.gatewaykartplex.com](http://www.gatewaykartplex.com)



Registration Open  
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**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 \_\_\_\_\_  
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 \_\_\_\_\_  
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 City/State/Zip: \_\_\_\_\_  
 Ph: \_\_\_\_\_  
 Email: \_\_\_\_\_  
 Website: \_\_\_\_\_

## EXHIBITOR SPACE *Make selections below.*

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 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

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 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	_____		

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# Getting the Most from Your Converters with a Process You Can Trust: Understand the Importance of Weights

*By Becky Berube*

In converter recycling, the best recyclers know their numbers and partner with companies that educate. We encourage our customers to sell converters on assay, the verified analysis of the precious metal contained in the converters less the customary recycling costs. You want to use a scientific method because it is reliable and can be validated. By selling on the assay method and understanding key metrics, it is less likely that you will leave money on the table.

In the first article of this series, Getting the Most from Your Converters with A Process You Can Trust, we emphasized Know Your Numbers. We strongly advise our customers to know their count before they sell. Train a key person to count and inspect the converters before they are packaged up. Teach him or her the difference between the ceramic and metallic (foil/wire) converters. Without an accurate ceramic, metallic, empty, and DPF count it is impossible to know key bottom-line metrics like a true price per unit, price per pound, and average weight per unit. Like with selling whole units, these are areas that can contribute to misleading information and lost revenue.

In this article, we want to discuss why it is necessary to your bottom line to Understand the Importance of Weights. Next to knowing your unit count, the second most important aspect of selling converters is understanding the importance of weights.

## **If you're missing weight, you're missing money.**

When you sell converters by the piece, you are at the mercy of the grade and the count being accurate and the price being fair. A slight of hand in any of these areas creates lost revenue. When you sell converters by the assay method, the same is true of the count, weight, and price. If you are going to get paid on the intrinsic value of the precious metal inside the converter, you want credit for everything.

If you want to know how much money you are really making every time you sell, you must learn your true price per unit, price per pound, and average weight per unit. For those three metrics to be accurate, the burden is on you to know your count and weights and hold the converter recycling company that recycles for you accountable.

Track your shipping and arrival weight. If you want a good ending result, i.e. maximum value, you need to agree on a beginning weight. When you receive a delivery confirmation notice from the company processing your converters make sure that the weight you shipped is very close to the weight that arrived.

If you don't have a scale, you can estimate your shipment by using 10 lbs. per converter. If the discrepancy is more than a few pounds find out why.

Missouri NEWS  
Auto & Truck Recyclers



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Work with companies that mass balance. Mass balance means that all weights in and all weights out are measured and accounted for with a small tolerance for loss. Our tolerance is one-half of one percent (0.5%). We weigh and photograph all incoming skids and provide that to you the recycler. This is the beginning weight that we agree upon with you. Throughout the process of de-canning, milling, sampling, and assaying everything is weighed: catalyst, dust, moisture, scrap steel, gaylor boxes, pallets, trash or inert material. Inert material and trash includes things like insulation, batting, and screens that surround the ceramic catalyst biscuit or substrate. If the weights in and the weights out do not balance, the material cannot ship to the refiner. For your protection, and ours, we expect the same process at the refiner. Our job is to ensure payment for all precious metal contained in the converters.

Know your average weight per converter and price per pound. For a very long time, the average converter weighed 10 lbs. in the can and contained 2.2 pounds of ceramic catalyst. That's approximately 20% catalyst to 80% steel. With car manufacturers demanding greater efficiency using less precious metal, we are seeing the average catalyst weight per unit trending downward to 1.8 or 1.9 pounds per unit. Recently, the average price per pound of recycled catalyst is yielding between \$30 - \$40 per pound. A discrepancy of even .3 pounds per unit could be costing you more than \$10 a unit at \$35 per pound ( $.3 \times \$35 = \$10.50$ ). Multiply that by the number of converters you are recycling, and the loss can be staggering.

Watch your trash and moisture. On the assay report that you receive, you should be able to see a weight reconciliation. The gross weight reported will typically be the catalyst and dust from de-canning without the packaging and steel. The net weight (wet) should be the weight of the catalyst less any trash or inert material as outlined earlier. The net weight (dry), or settlement weight, will be the weight of the catalyst less any moisture determined. Normally trash and moisture will run between 1 - 3 percent each of the gross weight and the net weight

(wet) respectively unless there are extenuating circumstances like exposure to moisture. The catalyst substrate is porous and very susceptible to moisture.

The bottom line for successful recyclers who make the most money from their converter recycling program, is becoming educated and tracking the data and the money to insure against loss.

For questions or copies of this article or previous articles in this series, email me or visit our website at: [www.unitedcatalystcorporation.com](http://www.unitedcatalystcorporation.com).

*Becky Berube serves the recycling community as President of United Catalyst Corporation, Co-Chair of the Automotive Recycling Association's Events Advisory Committee, and is an ExCom Board Member of the International Precious Metals Institute.*

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