



Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

December 2018/January 2019

From the President

By Eben Shantz

Information Sharing

I hope everyone had a great time at the MATR/ATRI convention at U-Pic-A-Part, personally I thought it was fantastic and I can't thank Frank enough for opening his doors to the organizations for this. It had probably the largest trade show I have ever seen at a local state show. All the financials are still shaking out, but it's hard to think this won't work out favorably for both organizations, simple law of volume. There are already hints of a joint meeting again next year, so this may be a future path for us to take with other neighboring states.

Rubbing shoulders (and crying on them) with other recyclers is so important for many reasons. Nobody (and trust me, NOBODY) will understand more what it's like to own one of these business' than a fellow salvage yard owner. Our challenges are all variations on the same theme, so making ourselves open to and accept the way other people solve these is so important to our own growth. There are still some owners out there with the old paradigm that if someone else knows what they know, they will somehow use that information to take away their business. Thankfully, most of us have gotten past that thought pattern by the raw proof in our own lives. I would like to think that for each great piece of advice I got, I was able to reciprocate and help someone else, but the reality is we always receive more than we give back. So whenever we can and wherever possible, we need to spend our time being good "business stewards" by offering help and advice to other owners we come in contact with. There are fewer and fewer of us every year, and I think we all want us ALL to make it to the next year. One of the best lessons you can teach anyone is simply to be open to change. As I feel the drain of time on my body, I can tell you that by default I resist change

From the President
"Information Sharing"Cover

Thank You for Your Support
of the Gateway to the Future
Convention and Trade Show,
MATR & ATRI..... 2

Getting the Most for Your Converters
with a Process You Can Trust: Selling
Basics and Advanced Principles..... 4

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

Let's Talk Recalls...
Shredders, Self Service, & Scrap Auto
Recyclers in the Spotlight..... 8

MATR Regular Members..... 10

MATR Association Members..... 10

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



2018 ATRI & MATR Convention & Trade Show

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

Thank You Exhibitors

IAA	Jim Weaver, The Burnham Group
ACE/MCI Commodities	CCC Pinnacle
Southern Core	Road Ready Wheels
Grossman Iron & Steel	United Catalyst Corporation
Car-Part.com	SAS Forks
RAS	ARA
PGM of Texas	HOLLANDER
COPART	Legend Smelting & Recycling
BUDDY IA	Crush Software
Electric Guard Dog	Phoenix Automotive Cores
Midwest Insurance Consultants	RM Johnson
VET Environmental	URG

Thank You Sponsors



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)

Midwest Insurance Consultants LLC
9666 Olive Blvd, Suite 303
St. Louis, MO 63132
(314) 944-1151 • (800) 449-1151
marty@midwestici.com

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.

Getting the Most for Your Converters with a Process You Can Trust: Selling Basics and Advanced Principles

By Becky Berube, United Catalyst Corporation

For those of us who travel to conferences and trade shows with recyclers, it is one of the busiest times of the year. It is also the time when we get to do the most educational training sessions. Personally, if I could, I would travel all year educating recyclers on developing a profitable converter recycling program. We educate for two reasons: First, so that you make the most money you can from selling your converters. Second, so that you cannot be taken advantage of when selling them.

Selling units in person or by software application.

Whether you sell by the unit in person or by application, the buyer normally turns around and sells the units on recovery by assay for a higher value. Oftentimes, a grading application cannot accurately predict the value of the load of converters will yield on assay. There is a significant potential margin of error with converter applications.

Selling units by bid or across-the-board pricing.

In our estimation this is like rolling the dice, sometimes you win, sometimes you lose. If your converters are of lower value than the price offered, you win; if your converters are of higher value, you lose. In most instances, like selling by the piece or bid, the converters are being turned around for a higher value on assay. Margin is left on the table.

No two converters the same.

If you were to take two converters coated on the same day for the same vehicle application, and you sold two identical cars to two neighbors who worked at the same plant each day, who's vehicles after 10 years were destroyed by the same flood, and test those two converters by assay, the converter values would not be the same. This is one of the main reasons to sell converters on assay. No two converters are the same.

Selling converters by assay.

There is only one way to recycle a scrap catalytic converter. Destroy it. Sample it. Refine it. Sell the Platinum, Palladium, and Rhodium. Simple in theory, but more complicated in practice. More involved, but more profitable IF you understand how it works.

Average Price Per Unit. Know your count.

Dismantle.

Each recycler believes they know the average price per unit that was sold. If you don't know your count before you sell and if you don't confirm your count with your processor, then you cannot know your true average. The price per unit can be manipulated in several ways by over or under estimating the units which skews the average.

Average Price Per Pound and Pounds Per Unit. Mass balance all weights.

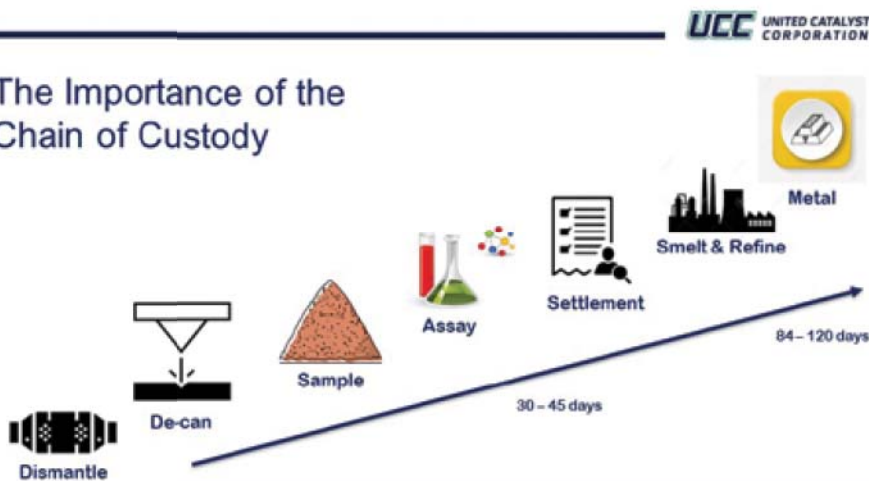
De-can. Mill.

When converters are destroyed by de-canning and milling the result is catalyst and dust. It is important that you, the customer, receive all the catalyst and dust. These two items become the gross weight of your load that will be sampled and paid for. There is also the steel from the cans and the packaging materials that need to be accounted for in a mass balance. All weights in to all weights after processing should roughly add up to 99.5 percent. A loss of no more than 0.5%.

Sample.

How a sample is collected is one key to determining the accuracy of an assay result. The sampling method should be verifiable and accurate. Moisture and inert material like insulation should be reasonable. The normal range for both is 1 – 3 percent. The weight before the moisture is determined is the net wet weight, after the moisture, is the net dry or settlement weight. Your price per pound can be manipulated. The less weight, the higher the average weight per pound. BUT, if you are missing weight, you are missing money. Track your average pounds per unit to check this. Late model yards might have an average weight per unit of 1.8 – 2.0 lbs. per unit;

The Importance of the Chain of Custody



other yards might have an average of 2.0 – 2.3 lbs.

Assay.

How your sample is assayed to determine the amount of metal contained is another key to proper settlement. The most reliable method for determining the precious metals contained in auto catalyst is fire assay combined with induction coupled plasma (ICP) spectroscopy and an atomic absorption (AA) digestion. It is not the norm to settle on x-ray fluorescent (XRF) analysis. The margin of error for this method can be plus or minus 10% in some instances.

Where the assay is performed and by whom is paramount to getting paid the most. For instance, you should know if the assay is performed at the processor's lab, the refiner's lab, or by an independent third-party lab. We prefer to settle with recycler's not on our lab analysis but on the "sample of record" at the end refiner or with an independent

third-party lab. We consider the results at our lab to be quality control, not the final assay, for the final settlement.

Market prices.

Recently, I was asked about the spread on market prices between what is published and what is received on your invoice. There are several factors that affect the spread or discount we receive on market prices for metals. First, there is a discount for delivering industrial grade metal versus investment grade metal. Second, there is a discount for when metal will be delivered: today, 30, 60, 90, 120 days. The converters you recycle today will not be in metal form for at least 84 – 90 days. See diagram. This means we sell metal forward and that price is discounted. Locking in a metal price early carries a lease rate or discount. Taking money early carries a finance charge. These charges are typical in

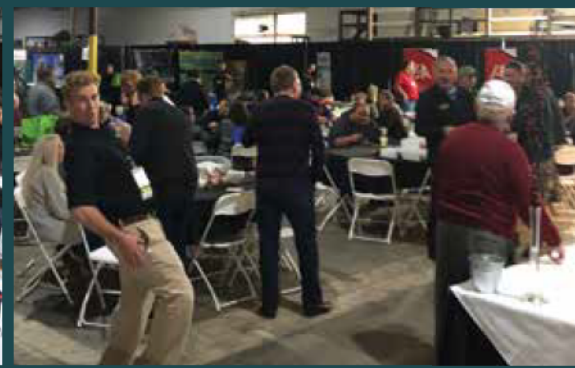
Processes... continued on page 8

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





Processes... continued from page 5

assay-based selling whether you see them or not. Finally, if the metal is in short supply at the refiner, the spread or discount is also higher because the refiner is being charged a higher lease rate to get metal. This has been the case for Palladium most recently.

In converter recycling, the best recyclers are partnering with companies that educate. At our company, we believe selling on assay with refining terms is the best way to recycle scrap catalytic converters. Learning the way assay and refining works and how to avoid unethical trading practices takes time, but if done properly with a reliable recycling partner, yields much greater value.

Get the most for your converters with a process you can trust. For questions or copies of this article or previous articles, go to www.unitedcatalystcorporation.com.

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

Let's Talk Recalls . . .

Shredders, Self Service, & Scrap Auto Recyclers in the Spotlight

By Katie Stark & Paul D'Adamo

What do Shredders, Self Service and Scrap Yards have as an advantage in the removal of defective Takata airbags?

- VOLUME • UNIT PRICING • VINTAGE
- PROCESS • ROI
- CORPORATE RESPONSIBILITY

Volume

Large Volume Auto Recycling Operations could have an intake of 3,000 to 30,000 whole "end-of-life" vehicles per year. That volume of vehicles translates into opportunity when it comes to the defective Takata airbags which can be reclaimed through RAS' buyback* program. With millions of airbags on recall, your volume provides the largest pool of vehicles to recover from.

Unit Pricing

Most Shredders, Self Service, & Scrap yards are buying in the sweet spot of average unit price of vehicles, at \$150-350. The lower your average unit pricing is, the better your ROI with recovering defective Takata airbags.

Vintage

Are most of your vehicles purchased in the 2000 – 2010 age range? If yes, you are in the sweet spot of



vintage for defective Takata airbags. There are currently 15 makes, 63 models and 15 years of coverage in the RAS buyback program, most are in the 2000-2010 range. Plus, we are always working to add additional makes and models.

Process - Time & Labor

All Shredders, Self Service, & Scrap yards have a documented, well-rehearsed process to ensure that catalytic converters, aluminum wheels, fluids, gases, Mercury switches, batteries, lead weights, wire, and tires are removed efficiently at the lowest possible labor cost.

ROI

Based on volume, unit pricing, vintage, and process, opting into RAS' Airbag Recovery Program will enhance your Corporate Responsibility while returning a healthy revenue stream. It's a Win-Win.

Corporate Responsibility

Defined as a corporation's initiatives "to assess and take responsibility for the company's effects on environmental and social wellbeing". Create an Airbag Recovery Program and establish your company as a responsible Corporate Leader in your Industry and Community. Automotive safety recalls are not going away.

Final Thought

Still not convinced? Is labor the issue? We have a labor solution that may work for you. Call Paul at 401-458-9080.

Questions? Call the Recall Team at 877-829-1553

Rebuilders Automotive Supply,
Your Recall Authority

Visit rascorepro.com

*Not all automakers participate in the RAS airbag buyback program.

*Authors: Katie Stark and Paul D'Adamo
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

***Tell us about yourself,
your company, and/or
your employees!***

***We are interested in
your story,
the challenges
you face, and the
uniqueness of your
company.***

***Email us and we can
work together
on a story.***

**Contact Sheila at
newsletters@rjmc.com**

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: marty@midwestici.com | www.midwestici.com



MATR Regular Members

- | | |
|---|--|
| A-1 Auto Recyclers
573-442-4343 | Johannes Auto Sales, Inc.
573-243-3506 |
| Al's Auto Salvage & Sales
314-382-6112 | Late Model Auto Parts
816-483-8500 |
| All Star Auto Parts
816-921-9999 | iberty 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 |
| Jack's Auto Salvage
636-947-6005 | |

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

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 LLC**
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**

**Please
Support MATR News
877-525-4589**



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

President... continued from cover

more and more with each passing year. For me, that means it's a constant battle of governing my knee-jerk reaction with slowing down and taking the time to collect all the data and viewpoints before making a decision. That's where the other owners come in. Let's say you're really good with your hands but not so good with logistics, but hey, you know yard X has 6 delivery trucks and ships parts all over the US. Take the time to reach out to that owner and ask them how they do it, you never know, teaching that owner how to replace cam phasers in their 5.4L engines may be something they haven't been able to tackle because nobody could help them! There is a Facebook salvage yard owner's group that gets daily traffic

and a highly recommend you join, please reach out to me and I would be happy to get you added as this is a private group. Remember everyone, we're all in the together, and we all need each other to make this work!

As the days grow darker and most of us shift focus to expense control for the 4th quarter, I would encourage you to get those new employees, systems, processes, and everyone trained so you're ready for January. Success can come from anywhere and ANYONE around you, don't let those opportunities pass you by!

Eben Shantz - eben@modernimports.com

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

Team PRP
Premium Recycled Parts
GOLD SEAL
A Quality Recycled Part

MATR1218

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 180 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