



Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

April/May 2012

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Playing with Fire

Recyclers should adhere to a number of safety protocols when using gas cutting torches

By Sue Schauls

Facility management and every employee that uses a gas cutting torch should review a training document prior to the use of a torch cutting device. Further training may be required or advisable based upon jurisdiction or property and casualty insurance carrier requirements or suggestions.

A cutting torch is a tool that, if not properly used, could lead to explosion, fire, ash burns, skin burns, eye injury and even loss of life. Some insurance companies have changed their insurance policies so that property damage and loss caused by the use of a cutting torch would lead to a steeply increased deductible in the event of a claim.

Recyclers should retain a signed and dated copy of this and any other training programs in employee files prior to their using a gas cutting torch.

Best Management Practices

Recyclers should consider the following best management practices when using cutting torches. This information should be included in training materials:

- Limit access to torch equipment by locking it up, allowing access only by approval of a supervisor. Only properly orientated employees should use the devices.
- Prior to using the torch, move the vehicle or part to be cut into a "clear zone" that is away from combustibles and other safety hazards.
- All vehicles located in the work area must have the gas tank removed and placed away from the work area. Any fuel spills must be properly cleaned. Confirm floor or soil is dry and free of debris and flammable materials. Many fires are the result of the fuel igniting after the tank has been removed from the vehicle but not cleared from the "clear zone." Confirm all flammables are removed from the cutting path or near it. Do not take any chances. Sparks

Playing with Fire continued on page 7



Uniting recycled parts with cycle time

Car-Part Pro simplifies the process of finding quality recycled parts for the collision and mechanical repair industries. Shops and appraisers choose their desired delivery time, warranty and other service levels and see only those parts that fit their cycle time requirements. The results show parts with laid-in prices including the requested service levels.

Recyclers' local delivery times are affected by where the parts are in the recyclers' production processes. For example, a part in the warehouse may be delivered today, whereas a part still on the vehicle may be delivered tomorrow, and it could take two days for delivery if the whole vehicle needs to be dismantled. Some recyclers have robust overnight shipping networks and often can deliver a part next-day from their distribution networks. The buyer simply chooses when the part is needed, and all parts meeting that delivery selection will show in the results.

See parts from an unfamiliar recycler? Certifications offer great insight into recyclers' values and services. For example, if you are looking for recyclers that conform to

ARA's Gold Seal Program's environmental code, just look for the Gold Seal logo. Car-Part has three certification levels, gold, silver and bronze, that deal with services recyclers offer to buyers. Car-Part Gold certified recyclers offer a one year warranty option, a 30 day refund policy, deliver parts to professional shops, grade parts using ARA international part grading standards, and disclose whether their body part pricing system uses actual or undamaged pricing. Certifications are an easy way to buy safe and green! Car-Part Pro offers a summary of a recycler's certifications, affiliations, and business practices.

By integrating real-time communication into the work flow, Live Service™ allows buyer and seller to communicate their needs quickly and efficiently while maintaining a written record of the transaction. The "Confirm Availability" button will let the buyer confirm in real time that the part is still available and in stock. Car-Part Pro can easily be integrated into third party applications such as work flow, estimating, and shop management.

The screenshot shows the Car-Part Pro website interface. At the top, there's a search bar and navigation links like Home, Back, Buyer FAQ, Search Help, Help Video, and Online Support. Below that, a search filter section shows the selected part: "2000 Toyota Camry Fender". To the right of the filter are several dropdown menus for refining the search, such as "Ignore Delivery", "List Standard Warranty", "All Areas / Select Area", "All Part Types", "List Certifications", "All Part Grades", "1st Sort: Miles/Damage/Grade", "Ascend", "Show Any Year", "2nd Sort: Delivery Time", "Ascend", and "Show seller's default price". A "NEW FILTER SEARCH" button is also present.

Year Part Model	Description	Damage Code	Part Grade	Warranty	US Price	Dist miles	Delivery business days	Stock# Availability	Dealer Info
2000 Fender Toyota Camry	-RH GRAY FTW	000	A 0	Lifetime with labor	\$189 actual	0	2	070504 Confirm Availability	Foreign Auto Salvage USA-KY(Ft.-Wright) 1-800-545-1920 Live Service GOLD SEAL Services & Certifications
1998 Fender Toyota Camry	-RH BLUE FTWDIS 000	000	A 0	Lifetime with labor	\$166 actual	0	1	070111 Confirm Availability	Foreign Auto Salvage USA-KY(Ft.-Wright) 1-800-545-1920 Live Service GOLD SEAL Services & Certifications

Missouri Auto & Truck Recyclers News

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Missouri Auto & Truck Recyclers News

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From the President

By Brad Schwartz

National Motor Vehicle Title Information System (NMVTIS), Don't Be The One We Read About!

Hopefully you have obtained your NMVTIS Number and are reporting any vehicles that you have purchased or received since May 1st of 2009. If you are not reporting your vehicles, it is not too late to go back to the start date and file your reports. Filing NMVTIS reports is a Federal Law. This really is NOT something to ponder or procrastinate about. The government is slowly enforcing this law, and the fines are heavy. So get it done and don't be the one we read about in the papers!

If you are buying your salvage from a licensed Insurance Auction, Tow Truck Company, or City Auction, they are legally required to report their sales to the government. There exists a paper trail

that leads to your Company when you purchase a vehicle, and you can be sure that any obvious incongruities in paperwork filings may bring a government official knocking on your door. He is not paying you a social visit, but is there to serve you with a potentially huge fine.

If you are a member of our national organization ARA (Automotive Recyclers Association) you have received several legislative alerts regarding the importance of this issue. Failure to report to the NMVTIS is punishable by a civil penalty of \$1,000 dollars per violation. So, for example, if you have failed to report 10 purchased vehicles, you possibly could be fined \$10,000 dollars.

Now some questions arise if we shift our focus and look at how NMVTIS Reporting may affect us on a state level with the Missouri Department of Revenue (DOR). First of all, we wonder if the NMVTIS Federal Reporting could replace the State Law that requires Missouri Recycling Facilities to process the individual titles with the state within a ten day period after scraping out a vehicle. Also, should our NMVTIS Number be on file with the DOR for our Salvage License? Finally, should the Salvage Pools, Insurance Auctions, and City Auctions handling abandoned vehicles on bills of sale be required to have our individual NMVTIS Number on file in order to sell salvage vehicles?

As the NMVTIS Program collects its data, we do believe that there are strong advantages for Law Enforcement Agencies, the Dept. of Revenue, and for the Automotive Recycling Industry. Obviously, some of these advantages may be realized only through rule changes and adjustments of our current laws. To achieve the laws and regulations

MATR Dates of Interest

May

18 Last Day of Session

July

18 Governor must sign/veto bills

August

28 Effective date of bills signed
(Unless emergency date is specified)

September

12 Veto session convenes

Fall

TBA 2012 MATR Annual Meeting

that help support and protect our industry, we must work together as a unified force under the umbrella of MATR.

Within the next five years, NMVTIS will have its' biggest impact upon our industry. Hopefully, with our input and guidance, it can be more than just additional loads of paperwork and additional

cost and taxes on our business.

Maybe, through our state and national organizations, we can help influence the laws to protect us, and expose any questionable or criminal activity.

Brad Schwartz, President

Ron Smith, Treasurer

NMVTIS Final Penalty Decision Considerations¹

Size of the Business: Accounts for up to 25% of maximum penalty²

Generally determined by ascertaining the business gross profit.

- Level 1 (under \$1,000,000 gross profits): 0 - 5% of maximum penalty
- Level 2 (\$1,000,000 to \$5,000,000 gross profits): 0 - 10% of maximum penalty
- Level 3 (over \$5,000,000 to \$10,000,000 gross profits): 0 - 20% of maximum penalty
- Level 4 (over \$10,000,000 gross profits): 0 - 25% of maximum penalty

Gravity of Violation: Accounts for up to 50% of maximum penalty

Generally determined by the total number of unreported automobiles.

- Level 1 (under 100 unreported automobiles): 0-5% of maximum penalty
- Level 2 (100 to 500 unreported automobiles): 0-10% of maximum penalty
- Level 3 (over 500 to 2500 unreported automobiles): 0-25% of maximum penalty
- Level 4 (over 2500 unreported automobiles): 0-50% of maximum penalty

Demonstrated Willingness to Comply: Accounts for up to 25% of maximum penalty

Generally determined by the number of auto-

mobiles identified in the Notice of Civil Penalty which have subsequently been reported to NMVTIS, as well as the ongoing reporting compliance of the business.

The following factors may, at the discretion of the Director of the Bureau of Justice Assistance, aggravate or mitigate any penalty:

- The length of time that automobiles have gone unreported
- Whether non-reporting was due to negligent or intentional action/inaction
- Whether the business was forthcoming in responding to DOJ requests for information
- Whether automobiles were used in the commission of a crime or resulted in a purchaser's being defrauded or injured
- Whether the business has been the subject of other proposed or final NMVTIS enforcement action by DOJ
- Other appropriate factors worthy of consideration

1 For use in deciding the penalty subsequent to issuance of a Notice of Civil Penalty letter.

2 The Amaximum penalty" is \$1,000 per automobile that is not reported to NMVTIS. 49 U.S.C. ' 30505(a).

MATR Legislative Update

By Brian Bernskoetter, MATR Lobbyist

More often than not, a new idea in the legislature is a just an old idea that is recycled from someone else. This year we have a new idea to an old problem with regard to abandoned vehicles.

There are a number of cities and counties that have ordinances in place to handle abandoned vehicles but many more that don't. This makes it difficult to get abandoned cars and trucks out of ditches and farm fields and recycled without breaking the law.

Senate Bill 633 and House Bill 1064 were filed this year to address this abandoned car problem. Originally the bills would have allowed any car or car parts 10 years old or older to be sold on a bill of sale with a copy of the seller's identification. This raised a number of concerns with the banks and credit unions because

of the possibility of cars with liens being scrapped without notice given to the creditors. Law enforcement also expressed some concerns about it being easier for thieves to steal cars and get cash from shredders.

Senate Bill 633 has been amended to require scrap metal operators to verify with the Department of Revenue that there are no liens against the vehicle that is 10 years old or older and inoperable but if the vehicle is 20 years old or older and inoperable then no notice is required prior to making the purchase.

The Senate Bill is currently on the Calendar waiting for action in the Senate.

The House Bill has not yet been assigned to a committee in the House and therefore has little chance of passing.

Playing with Fire continued from cover

from cutting activities can fly up to 35 feet; confirm your zone is clear to that size. Remove all flammable interior and insulation components.

- OSHA eye and face protection standard 29 CFR 1910.133 requires the use of eye and face protection whenever workers may be exposed to hazards such as flying objects, molten metal, liquid chemicals, acids or caustic liquids, chemical gases or vapors or potentially injurious light radiation. Eye protection must conform to the American National Standards Institute (ANSI) Standard Z87.1 - 1989.
- Wear non-flammable gloves and make sure that clothing is worn in such a manner that sparks or slag cannot enter shirts, ignite flam-

mable clothing, burn skin or get trapped in loose or baggy clothing.

- A second employee should observe and be on "fire watch" during all cutting activities. Fire watch must be continued for at least 30 minutes after the cutting has been completed. Do not do any cutting at the end of the day, when no employees will be around to observe the area. After-hours fires are usually the result of a smoldering area that ignites into a fire when no one is there to contain it.
- Know and understand the type and use of each fire extinguisher. Have the proper class of fire extinguisher on hand in case a flame or spark comes in contact with flammable materials while using the gas cutting torch. Have the proper fire extinguishers at immediate access during all cutting operations. A

further safe-guard is the use of rechargeable water extinguishers or garden sprayers that can be used to wet the grounds around the cut area. Water provides an affordable solution for fighting the small fires that can occur with paper and grass that may become ignited.

- The cutting torch is not a hammer. The tip should be free of restriction and properly formed. A damaged tip can lead to improper temperatures and flow that will result in dangerous results and “spitting” of hot molten metal. If the tip is not in good condition, do not use the torch until it is cleaned or replaced.
- Ensure the area is properly ventilated. Ideally, cutting and welding should be conducted outside. Improper ventilation can lead to an oxygen depleted atmosphere, which can lead to suffocation, while an oxygen-rich environment accelerates fire or explosion risk.
- Do not use acetylene at operating pressures above 15 pound-force per square inch gauge (psig), or 103 kilopascals (kPa). This is the maximum working pressure currently permitted by federal regulations. Do not handle oxygen regulators, oxygen cylinders, valves or any other equipment with oily or greasy hands or gloves. Oxygen reacts with oil and grease in a manner that could easily result in a fire or explosion.
- Do not use the oxygen to blow dirt or clothing. Fabric can become saturated with oxygen and ignited by spark, flames or cigarettes. Do not empty an oxygen cylinder below 25 psig to 50 psig (172 kPa to 345 kPa). When pressure is below this level, the cylinder will lose its positive pressure allowing dangerous contamination to occur.
- Do not smoke when oxygen or fuel gases are present.
- Perform inspections before every use. Look for cracked or damaged hoses and damaged

regulators, valves or tips. Look for any contamination with oil or grease. If any damage is reported, do not use the equipment until it is in proper working order.

- Back of the pressure adjusting screw off the regulator to release spring force before opening the cylinder valve.
- Open the cylinder valves very slowly. Opening oxygen valves quickly could result in a violent reaction if contaminants are present.
- You must purge hose lines individually before lighting the torch with the proper flint type device. (Do not use a lighter or matches!) This will assure no oxy-fuel gas mixture is in the hoses, which could cause an explosion or fire when the torch is ignited.

Responsible Parties

The Occupational Safety and Health Administration, 29 CFR 1910.252 (a) Fire Prevention and Protection Basic Precautions, and the National Fire Protection Association, 51B Standard for Fire Prevention During Welding, Cutting and Other Hot Work, have established speed requirements for conducting cutting operations. Both standards hold management and supervisors responsible for conducting overall safe cutting operations, providing fire protection equipment and authorizing hot work.

If the torch is used, follow proper guidelines. If proper guidelines are not followed, death, serious injury or devastating property damage could result.

Sue Schauls is an independent environmental consultant with automotive expertise. She is the Iowa Automotive Recyclers executive director and I-CARE program manager and the CCAR-Greenlink technical advisor. She can be contacted through her website at www.SueSchauls.com.

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(816) 921-8929

Keystone Springfield

(LKQ Corporation)

(417) 582-1995

Keystone St. Louis

(LKQ Corporation)

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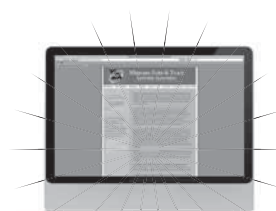
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- The MATR produces an annual convention & trade show featuring exhibitors showing off their latest
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Date of Application: _____ New Member Renewal

Company Name: _____

Mailing Address: _____

City: _____ State: _____ Zip: _____

Business Phone: _____ Fax: _____

Owner/Key Contact _____

E-Mail: _____

Active/Regular Membership: Ownership interest in an automobile and truck recycling business operated within the State of Missouri and deriving a substantial portion of income from the sale and 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, shall 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.

Please check one:

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Jefferson City, MO 65102-1072

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Signature: _____ Date: _____

Thank you for your support!

ARA University Posts Q&A Session on New Refrigerant

As reported previously, EPA has ruled that hydrofluoroolefin (HFO)-1234yf is an acceptable substitute for chlorofluorocarbon (CFC)-12 and R-134a in motor vehicle air conditioning for new passenger cars and light duty trucks. EPA repeatedly notes, however that it is not mandating the use of 1234yf or any other alternative for MVAC systems. Rather it is simply adding 1234yf to list of accept-

able substitutes in new MVAC systems.

In an effort to make automotive recyclers more aware of this new substitute and how best to manage it, the ARA University has posted a Q&A session by Peter Coll of Neutronics on the issue. Following is a copy of that posting. You can also access it on the ARA University twitter account at <http://twitter.com/#!/ARAProfessor>

10 Questions and Answers About HFO-1234yf

HFO-1234yf, a new replacement for R-134a, is a non-environmental impact refrigerant with a decreased atmospheric lifetime..

1. What is HFO-1234yf?
HFO-1234yf is a chemical refrigerant that will be used in new cars in place of R134a.
2. Who will be using the new refrigerant?
Over time, all vehicle manufacturers are expected to use the new refrigerant. Some will introduce it sooner than others.
3. Where will this refrigerant be introduced first?
This refrigerant will be first introduced in Europe, followed by the USA and others.
4. When will HFO-1234yf be introduced?
In Europe, Daimler Mercedes Benz introduced vehicles to the market in September of 2011. Other European car makers will be close behind in Europe. In the USA, General Motors is expected to deliver a few model cars to dealers with HFO-1234yf installed in March of 2012.

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5. Why are we changing refrigerants?

The simple answer is because R134a has been found to contribute to global warming. The European Community has concluded that a replacement must be used in new vehicle platforms introduced to the European market after June 2011. This was originally January 2011 but a six month extension was granted.

6. Why are we changing in the USA and other countries?

While there is currently no law requiring a change in the USA, car makers are global companies and it makes more sense to them to use only one refrigerant worldwide in each model. A second factor is the new Corporate Average Fuel Economy (CAFÉ) requirements in the USA. Car makers selling in the USA must meet new fuel mileage standards in the next few years. This is a little deceiving because it is not really fuel mileage but vehicle emissions that are regulated. Emissions can come from the tail pipe or fluids used in the car. Car makers can get a credit toward their fuel mileage targets by using environmentally friendly antifreeze, refrigerant, or other substances. Some car makers in the USA are relying on

these credits to meet their CAFÉ goals.

7. Is there much difference between HFO-1234yf and R134a?

The two refrigerants are very similar in performance. HFO-1234yf is classified as slightly flammable.

8. How much will it cost?

Initially it is expected to be about ten times more expensive than R134a. Yes, that's a lot of money.

T

TRAIL'S END

Auto and Truck Salvage



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9. Will retrofitting be allowed?

Retrofitting R134a systems to the new refrigerant will not be allowed. In fact, it would not be practical to do this due to the cost of HFO-1234yf. It is possible that some shops will put R134a into HFO-1234yf vehicles.

10. How about new service equipment?

New equipment will be required. In order to service HFO-1234yf systems, shops will need an SAE J2843 R/R/R machine, an SAE J2912 or J2927 Refrigerant Analyzer,

and an SAE J2913 leak detector. These tools are mandatory to comply with the EPA law. When having your mobile A/C system professionally serviced, insist on proper repair procedures and quality replacement parts. Insist on recovery and recycling so that refrigerant can be reused and not released into the atmosphere.

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ARA Affirms FTC Recognition of "Recycled" Claims

The Automotive Recyclers Association ("ARA") urges those in the collision repair industry who

question the use of the term "recycled" to describe the commerce of used parts to review more closely

the U.S. Federal Trade Commission's ("FTC") ruling of May 1, 1998 on this issue. Specifically, ARA's concerns are prompted by recent press accounts that allege that the use of the term "recycled" to describe used auto parts is misleading. In 1998, the FTC in their Environmental Marketing Guides ("Green Guides") took into account consumer perceptions and determined that "recycled" is acceptable in promoting used automotive parts utilization. The revisions, published in the Federal Register on May, 1, 1998, state that with regard to the used automotive

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parts market that the “unqualified use of the word ‘recycled’” is not deceptive.

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Since their inception, the U.S. FTC Green Guides were intended to help reduce consumer confusion and prevent the false or misleading use of environmental terms in the advertising and labeling of products in the marketplace. From the beginning, the Commission ruled in its Green Guides that it is better for the environment to recycle by reusing, since reuse is likely to consume fewer resources than recycling from raw materials.

In their final revised Green Guides in 1998, the FTC offered a specific example from the automotive industry to make it clear that reuse is a form of recycling. The representation in the document confirmed that it is acceptable to describe a serviceable engine from a vehicle that has been totaled that is offered for resale as recycled. Additionally, the FTC's Bureau of Consumer Protection brochure entitled "Facts for Consumers, Sorting Out 'Green' Advertising Claims" published



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in April 1999 explicitly states the following: "For example, a used auto parts store may sell used automobile parts that have been salvaged from other cars and label them 'recycled' without any other description because it is plain that they are used parts". Since the Bureau's mission is to protect consumers, it is quite reasonable to deem that these objective third-party conclusions are based on sound principles.

Finally, it should also be noted that this determination has been reaffirmed several times by the Commission since 1998. The most recent confirmation being in a FTC Consumer Alert, July 2011 that states that "a recycled part is a part that was made for and installed in a new vehicle by the manufacturer or the original equipment manufacturer, and later removed from the vehicle and made available for resale or reuse".

The issue of the automotive recycling industry's appropriate use of the term recycled has been thoroughly addressed by the FTC. ARA commends the Commission for protecting consumers while recognizing legitimate business activity and urges all in the collision repair industry to do the same. Now is the time for professional automotive recyclers and collision repair representatives to join together to keep repairable vehicles in the professional collision repair pipeline which in turn will lessen the number of "total loss" vehicles that are increasingly being purchased and repaired by individuals with little to no accountability and sold to unsuspecting consumers.

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MATR Humor

The 100 MPH Goat

Submitted by Marty Satz

Two Kentucky rednecks are out hunting, and as they are walking along they come upon a huge hole in the ground.

They approach it and are amazed by the size of it.

The first hunter says, "Wow, that's some hole; I can't even see the bottom. I wonder how deep it is."

The second hunter says, "I don't know, let's throw something down and listen and see how long it takes to hit bottom."

The first hunter says, "There's this old automobile transmission here, give me a hand and we'll throw it in and see".

So they pick it up and carry it over, and count one, and two and three, and throw it in the hole.

They are standing there listening and looking over the edge and they hear a rustling in the brush behind them.

As they turn around they see a goat come crashing through the brush, run up to the hole and with no hesitation, jump in head first.

While they are standing there looking at each other, looking in the hole and trying to figure out what that was all about, an old farmer walks up.

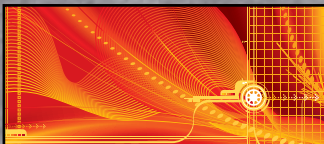
"Say there," says the farmer, "you fellers didn't happen to see my goat around here anywhere, did you?"

The first hunter says, "Funny you should ask, but we were just standing here a minute ago and a goat came running out of the bushes doin' about a hunert miles an hour and jumped head-first into this hole here!"

The old farmer said, "That's impossible. I had him chained to a transmission!"

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