

# Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

April/May 2021

## From the President

By Chris Richardson

### Reunited, & it feels so good

It was recently announced that Missouri Auto & Truck Recyclers & the Auto & Truck Recyclers of Illinois will be holding our trade show & convention on October 29th & 30th in Alton Illinois. It has been a very long quarantine & year of covid. We have worn masks, hand sanitized, sat behind plastic barriers, stayed away from people, not gathered in groups & refrained from travel. Some of us have even received vaccinations. Although life is not "normal", we are getting closer. With all that we have been through it is now time for us all to come together to celebrate. And I think we all know, nobody can celebrate like us salvage yard folks. Especially the Missouri Auto Wreckers. I'm not wrong.

This event is an extremely important event for our organizations. Although it is open to all states, Missouri needs to show up BIG TIME for this event. All yards should make plans now to attend. The importance of setting aside time for professional development cannot be stressed enough. Especially since we have not been able to meet in such a long while. The benefits of this event cannot be stressed enough. I think we can all agree that networking is an important aspect to this industry. Making contacts at other yards is one of the most important ways that your business can thrive. Not to mention the learning opportunities that come along with attending. Whether it's gained knowledge on existing business practices or even brand new information that is learned, the information gained will assist you in feeling more informed & better equipped to face the daily challenges that come with working in the auto recycling industry. It is always a good thing to gain inspiration. It helps keep us motivated & moving forward.

From the President  
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Missouri Automobile and Truck Recyclers Association

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Let's Talk Recalls . . .

## Back to Basics – Defective Takata Airbags 101

By *Katie Stark and Paul D'Adamo*

It looks like we are turning the corner from Winter and the Pandemic. How do I know? Airbag shipments have been increasing. However, I have been getting calls from Recyclers saying that someone new has taken over the airbag program. In many cases, the new folks are not getting the full training experience.

### Our Software Platform is Flexible

Luckily, we did a major upgrade on our Recall software last Fall, and it is streamlined and easy to follow. Every page has numbered steps, and our Web/Desktop software works seamlessly with our Mobile platform. Our goal is to keep things simple. We understand that this is not your full-time job, so we have made it easy for when you put your Recalled Airbag hat on.

### Some of the Basics

- Not every vehicle represented on our Make and Model Checklist have defective Takata airbags
  - o Every vehicle must be VIN validated using the RAS Web/Desktop or Mobile platforms
- Recalls provide a way to squeeze extra income from your vehicles
- At current Vehicle Scrap prices,

each airbag is valued at under \$2. It's time to #yankthatbag!

- You can only process deployed airbags on the Mobile App
- For all you App Lovers, you can run your whole airbag program on the Mobile App
- Both Deployed and Non-Deployed airbags go in the same Cart for EZ invoicing
- Shipping – only one airbag per hazmat box
- RAS will send you the hazmat kits at no charge as part of the Federal Safety Recall
- RAS creates the Hazmat BOL for you based on your invoice and sends it directly to your email
- RAS will arrange freight pick up at no charge

Google search #yankthatbag for a ton of easy links to videos and more regarding the Takata Recall. In fact, we just released a new “Defective Takata Airbag Packing and Shipping” video. Go to our Rebuilders Automotive Supply YouTube channel to watch.

### Myth vs Reality

Some folks don't participate in the Recall Program. Several reasons for not removing these lethal airbags;

1. Labor – “It takes too long to pull the airbags” This is a complete Myth
  - a. Driver Airbag – Reality - Average time to pull is 5 minutes, with most under 2 minutes. Hmmm \$55 for 5 minutes work??
  - b. Passenger Airbag – Reality - Average time to pull is 15 min, with most under 10 minutes. Hmmm . . . \$60 for 10 minutes work. How can we pass that up?
  - c. Packing a box? Really? Reality - Fold bottom flaps and run one strip of tape 30 seconds. Put airbag into anti-static bag, zip tie, and stick in box with some bubble wrap and tape top flaps of box = under a minute.

## Here to Help You be Successful!

RAS has an incredible support system for all newbies. First, we have Account Managers and Recall Specialists.

They can be reached at 877-829-1553. Second, there is a “Recall Training Guide” pdf as soon as you log into CorePro for Recalls. Plus, there are numerous videos on our YouTube Channel.

You can also contact me, Paul the “Recall Guy” pdadamo@coresupply.com or 401-458-9080

# Keys for Achieving Success in Everything You Do (Part one)

*By Mike French*

I was visiting with a businessman recently. In the conversation he said, “I just can’t seem to find true success in anything I do!” That was surprising to hear, since the guy had many positive talents and skills going for him. If he changed a few basic things in his attitude and approach, the sky would be the limit for him.

## What is success?

The dictionary defines success as the accomplishment of one’s goals, the attainment of wealth, position, honors, or the like. There are over forty-thousand business books published each month on the subject. Most are applicable to a specific business or trade.

Over the years I have attended many conventions, events, and seminars about how to achieve success. I have discovered a few basic “success keys” that will work for anyone who applies them to any business or project.

## Start with a good plan

Having a plan is critical to success. Many businesses and projects fail because they have no plan in place. Benjamin Franklin said it best when he said, “If you fail to plan, you are planning to fail.” A plan is a guide which helps you know what to do

next, how to make intelligent decisions and where to make corrections. A plan has a goal with steps to follow until the goal is reached. The following is a simple way to create a plan.

At the top of a sheet of paper, write the name of your project and its goal. Underneath, number the steps needed to reach the goal. Each step is a benchmark to be checked off and applauded when complete. Completing the last item on your list should mean the goal is achieved. If your goal is to refurbish your warehouse, write that at the top of the page. List everything that needs to be done, step by step, in logical order, until the final step is complete. This should mean you reached your goal of a clean and organized warehouse. Every project can be organized into steps toward a goal. A good business owner or manager creates plans for everything.

## Do the most important things first

I learned another key from a book by business success guru, Charlie “Tremendous” Jones. In his book, “Life is Tremendous”, he described his “\$10,000 Idea.” He said a business tycoon friend of his (yes, they called them that back then) was frustrated that he could not get things done

and it caused him to miss many critical deadlines. He asked Charlie for a solution to this problem. Charlie wrote an idea down for him and said, "Try this for a month and send me a check for what you think this plan is worth to you." The following month Charlie received a check for ten thousand dollars. That was a lot of money in the early 1940's when this incident took place. The following is Charlie's \$10,000 plan.

At the close of each workday create a "to do" list for the following day. Assign each item on the list a number from most important to least important. The following morning do the most important item on the list until it is completely done. Then cross it off the list. Next, do the second most important item completely and cross it off the list. And do the same with the rest of the items on your list. At the end of the workday you will probably have some items left

on your list to do, but you will have completed the most important things on your list each day. Repeat this process daily.

**Do everything with enthusiasm**

Enthusiasm brings energy to any project, to yourself and to others! The word enthusiasm comes from the root word "Theos" which means "God". The word enthusiasm literally means "God in you". Enthusiasm exudes hope. It inspires, encourages, and motivates. Enthusiasm is a personal attitude choice. It is contagious and can be caught by others in its proximity. The last four letters in the word enthusiasm are IASM. That can be an acrostic for I Am Sold Myself. The wonderful thing about enthusiasm is - if you act enthusiastic you will be enthusiastic! Deliberately bring enthusiasm with you to your business

and to every project you do.

**Do everything you do with excellence**

**Do what you do with excellence. This is an essential ingredient for achieving success both personally and in business!**

**What is excellence?** The word Excellence is defined as: "The quality of being outstanding or extremely good." Business Excellence is defined as: "An integrated collection of proven practices for how a business should operate to become the best it can possibly be – i.e. world class."

To be successful with what you do, be known for excellence! It will set you apart from just about everyone else. Make it your standard!

*Mike French is an author, speaker, publisher, consultant, and owner of a successful business. Since 1982, Mike French and Company has offered 400,000 different promotional products, graphic design, all kinds of printing, direct mail services (lists and fulfillment), and publishes an industry trade magazine for automotive recyclers in North America: "The Auto Recycler's ToolBox Magazine". Contact: 1-800-238-3934 – mike@mikefrench.com – www.mikefrench.com*



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# Flying Cars Are Not Here Yet, BUT...

By Chris Daglis

Technology is evolving so quickly that it is probably surprising that we have not seen a flying car yet.

After all, the electric vehicle, passenger and commercial, seems a little old school now - it's becoming a little boring hearing about the same thing every day...

Now I've said a bit on **electric vehicles** and the opportunity changes in **vehicle-technology** will bring to the table for the industry.

But today I want to talk about how the use of technology will change and the effect it will have on the supply chain.

While reading this, think about your business and how it sits within this ecosystem, if at all.

So, come for a ride with me down this path of events for a minute. **Imagine this:**

1. A vehicle is involved in an accident.
2. Instantly, a claim is raised by the insurer (because the on-board computer tells them within seconds), and...
  - They know where you are so the taxi/uber is already on the way to pick you up.

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- They know how big the accident is and which parts are damaged.
- They know which parts need to be replaced and which need to be repaired.
- They know what parts are available for the repair of the vehicle.
  - OE dealer
  - Recycled OE
  - Aftermarket
  - OE parallel...
- They know when they can receive these part options and each of their prices.
- They know which repairer has capacity to complete the repair and what their rate for the repair is.
- The tow truck is on its way to collect the vehicle to take it to that repairer.

- The **optimum parts mix** is on the way to meet the damaged vehicle at the repair facility.
- The vehicle is repaired and returned to the owner within a few days.

### Whoa!! What just happened?

Not sure if you even noticed, but your phone didn't ring, nor did you receive a request for a part. No chance to talk to the repairer, to see what they need to pay for the part or if you could upsell a warranty.

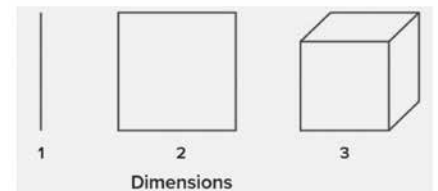
The question is, what role will the auto recycler play in this ecosystem of a Touchless Supply Chain (TSC)?

The answer is, VERY LITTLE if the auto recycler doesn't keep up with the minimum requirements demanded of him/her in order to play.

Now just like the flying car, it's not here yet, but nor was the electric car so relevant 5 years ago. As insurers and vehicle manufacturers work towards such TSC's, the auto recycling industry must also begin the journey towards such an end state. This is not a quick fix type of deal. It will take years of action, but more importantly, years of cooperation by all the key stakeholders in the auto recycling industry to build the infrastructure required just so it can put on the shirt to go out and compete, to pay in this game.

**We must also start thinking about challenging what we know and start looking further ahead into what we do not know.** Some may need to let go of some of the business models they have invested so much time, effort and money into and reinvent themselves. As I said in my last article, this is not easy. We will need to change the lens through which we view the world as we know it, the box within which we think.

## The Challenge of



It is not good enough to think outside the square anymore, that is too flat (*diagram 2*). We have moved from one dimensional thinking (*diagram 1*) to two dimensional, but even there our thinking is still too narrow. The danger is, and I am guilty of this too, that we now think that by thinking a little outside the square, we are being different.

Illinois along with Missouri are hosting  
**2021 IL/MO Automotive Recyclers Association's Convention & Trade Show**  
 October 29 & 30, 2021 in Alton, IL  
 All are welcome.

**Let's come together to:**  
**Educate, Learn, Network, & Celebrate!**

Enjoy live entertainment on Saturday night.  
 Deja Voodoo features a six-piece band playing hits from the 70s and 80s.

Watch for more information coming soon! Or contact Michelle Lechner at 877-880-2874



This is no longer good enough.

We are not considering our relationship with the other parts of the market and as a result, those forces move while we stay still.

It is time that we now, and very quickly, start to think through a multi-dimensional lens, to think and act in and out of the three-dimensional box. **This means that we need to think more strategically about our role and place in the new Touchless Supply Chain that will emerge.**

In upcoming blogs, I plan to expand on this. I will dig deeper into each segment of the supply chain that will play a role in the TSC and the interconnectedness of the auto recycler with this brave new world.

*About Chris Daglis*

*Along with being the leading independent advisor to major Australian insurers he maintains close working relationships with all the key industry stakeholders: insurers, collision repairers, OE dealers and alternative parts suppliers with an unrivalled understanding of the varied needs of the supply chain.*

*Through Auto PARTnered Solutions Chris serves his beloved automotive recycling industry by inventing and implementing effective solutions to produce sustained revenue growth while driving change in the market.*

*Always on the move and keen for a conversation about the industry he loves, Chris welcomes you to get in touch.*

[www.autopartneredsolutions.com](http://www.autopartneredsolutions.com)  
[chris@autopartneredsolutions.com](mailto:chris@autopartneredsolutions.com)

*From the President... continued from cover*

Additionally, although there are many yards in Missouri, it is actually a small community. The daily struggle that can come with running a business can make you feel isolated. This is a chance to come together with like minded people, many of whom are dealing with the same issues that you maybe encountering. Discussing these issues with others allows for collective & creative problem solving. Not to mention, the social aspect of this. We need to be together to talk & laugh & recap all that has happened since we were last able to come together.

Investing your time to attend the trade show & conference will almost certainly guarantee that you return home with new ideas for your business, valuable contacts & a renewed approach that will help you at your yard. And even if you don't return with any of those things, you will certainly return with great memories & some fantastic stories.

## Marty Satz



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# 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

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County: \_\_\_\_\_

Owner/Key Contact Name: \_\_\_\_\_

Owner/Key Contact E-Mail: \_\_\_\_\_

Please check one:  Regular Member \$400.00  Associate Member \$275.00  
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### **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:**  
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## Inventory Buddy

### Inventory Buddy Shortens Your Time for Inventory Entry!

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- ▶ **NEW!** Inventory Buddy now checks RAS for Recalled Parts Automatically using the NSVRP Recall system (www.NSVRP.com – see tablet screen to the right).
- ▶ **Integrated Pictures** – Take pictures on the tablet, transfer to Final Desktop Review and seamlessly transfer to Yard Management System. Offline/ Alternate Image Storage and Backup Options available also.
- ▶ **Integrated Data Sharing** from Bid Buddy to Inventory Buddy – Your buying decisions, good parts selection, pricing and auction images transfer to Inventory Buddy when a purchased VIN is loaded on the inventory tablet.
- ▶ **Third Party Companies Integrated in Inventory Buddy**
  - **IAA Data Service** – Helps identify and select interchange (requires a IAA user and password)
  - **RAS Cores** – Manage and sell cores within the worksheet on the tablet and the Final DesktopReview (requires a user and password)
  - **URG Cores** – 60 day free trial for non URG Members. Have access to all the core companies nationwide. Included in your URG benefits.
  - **Comp Nine Total VIN Decoder** – Actual manufacturer build sheets on domestic VINs. Use as a reference tool to select interchange (Subscription additional).



### Inventory Buddy \$1,500 Annually

Hollander reseller monthly payment plan available. Monthly for \$137.50 when contracted through Hollander or Powerlink.

## Bid Buddy

- ▶ **NEW! Triple Score helps** customize your buying with 3 QCI Buyer Profiles labeled red, white, and blue. Now you can have three strategies to your buying and all displayed within the vehicle evaluation. Late model for mechanical parts and older models for body parts.
- ▶ **NEW! NSVRP Icon** is either a green ladybug meaning there are no recalls on this VIN or a red ladybug meaning there are recalled parts. Be safe and don't bid on or sell recalled parts.
- ▶ **NEW! Bid Buddy now shows you Global Reruns** and shows every instance this VIN has been at auction. This Mercedes was at auctions 7 times and sold 3 times from all 3 major auction houses. Bid Buddy retains the images from each auction run so you can see any changes in condition.
- ▶ **NEW! Auction images are integrated** in Bid Buddy in the Bid Screen. Just hover over a part type and the images appear for quicker and easier damage selection.
- ▶ **Evaluates auction website inventory** in seconds. Lists the vehicles by the highest degree of need so they will turn faster and avoid the duds.

### Bid Buddy \$1,800 Annually

Hollander reseller monthly payment plan available. Monthly for \$165 when contracted through Hollander or Powerlink.

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# Checkmate 2020 Release 6

- ✓ **New Inventory Screen**  
Easily Reprice Parts, Process Interchange Resolutions, and make Bulk Edits
- ✓ **Enhanced Reporting**  
Including Profit Team Consulting Reports, Enhanced Vehicle Profitability and Hot Seller Reports.
- ✓ **ARA "NIB" Part Grading Enhancement**
- ✓ **Pick Slip Workflow Enhancements**

Another  
innovative product by  
**Car-Part.com**



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