



# Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

August/September 2012

## Protecting Your Property Against Windstorm

A guide for commercial building owners  
**Harleville Risk Services - Your Partner in Preventing Losses**

### Introduction

Never underestimate the power of nature and the destructive force of wind. Each year, windstorms, hurricanes and tornadoes cause billions of dollars in property damage and lost business. Unfortunately, many businesses do not fully recover. However, there are steps that you can take to help mitigate windstorm damage and protect your property and business. You can strengthen the long-term survivability of your business by taking steps to help reduce property damage. In addition, a well-planned business continuity program helps companies preserve property and continue operations following a major weather or other disruptive event.

You may be able to make some changes yourself. Complicated or large-scale changes to the building structure or to the electrical, HVAC, wiring or plumbing systems should be completed by qualified, insured, professional contractors licensed to work in your city, county, or state.

### Planning for New Construction

If you are building new structures, incorporate construction techniques and layout that will help to minimize windstorm damage. Always consult with licensed architects, engineers and building officials before beginning construction.

#### What You Can Do

- Locate to areas with a lower probability of windstorm.
- Avoid coastal locations.
- Use recognized windstorm building codes (if city, county, or state permitted).
- In an area subject to high winds, avoid designs that include large areas of glass, windows with multiple panels, and double entry doors. The widths of individual doors and windows should not exceed 3 feet.
- Build in windstorm protection like permanent window shutters.
- Plan for securing outlying structures like tool sheds, fencing and garages.
- Consult with professional landscapers about tree types most resistant to windstorm.

### What's Inside...

Board of Directors ..... 3

From the President. .... 4

MATR Membership Application ..... 5

MATR Regular Member Listing ..... 6

Legislative Update ..... 7

MATR Associate Members ... 9

Dates of Interest. .... 12

Cargo Thefts of Metals on the Rise ..... 14

Protecting Your Property...on page 8

# MAKE Checkmate<sup>®</sup> YOUR CONNECTION!

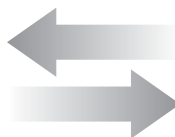
One click lists  
hundreds of parts!



Simple drag and drop  
sends your photo!



Real-time  
Coordination!  
Parts sold from your  
yard automatically  
delete off eBay!



Parts sold on eBay  
automatically mark  
sold in Checkmate!



To subscribe to Checkmate's  
eBay Connection add-on,  
call **859-344-1925**

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



Car-Part Industry  
Conference  
August 9-11, 2012  
Open to all auto  
recyclers



## Checkmate<sup>®</sup>

by Car-Part.com

## What's new with Checkmate?

- ✓ CrashLink: OE Pricing Calculator, Interchange and Diagrams
- ✓ RealTime Barcoding wirelessly updates Checkmate and Car-Part Pro™ delivery times
- ✓ Integrated OrderTrakker™ software manages your production process.
- ✓ Vehicle and part image processing simplified in Checkmate, Car-Part Pro and eBay®.
- ✓ eBay integration for high volume listings, deletion upon sale and images.
- ✓ Car-Part.com website request data in Bidmate™ helps you buy salvage smarter!
- ✓ Price salvage vehicles using data from Car-Part.com's 6 million part searches per month.

For more info, call **859-344-1925**  
or visit **<http://products.Car-Part.com>**

# Missouri Auto & Truck Recyclers News

## MATR's 2012 BOARD OF DIRECTORS

### Officers

#### Brad Schwartz, President

Liberty Auto Salvage  
3628 Cass Ave.  
St. Louis, MO 63113  
Phone: (314) 531-4141  
Email: autotheatrics@aol.com

#### Dean Yancey, Vice-President

Yancey Auto Sales  
24067 Highway J  
Perry, MO 63462-2017  
Phone: (573) 565-3508  
Fax: (573) 565-3613  
Email: dean@yanceyauto.com

#### Joseph Heiman, Secretary

Al's Foreign Auto Salvage  
6710 St. Charles Rock Rd.  
St. Louis, MO 63133  
Phone: (314) 382-5404  
Email: jheiman@charter.net

#### Ron Smith, Treasurer

Hillsdale Auto Parts  
6264 St. Louis Ave.  
St. Louis, MO 63121  
Phone: 1-877-385-9950  
Fax: (314) 385-5218  
Email: hillsdaleauto3@sbcglobal.net

### Out State

#### Brent Baumgarten (2013)

Countryside Auto & Truck Parts  
392 Zoar Church Road  
Wright City, MO 63390-1612  
Phone: (636) 928-6792  
Email: brent@countrysideautoparts.com

#### Miles Fanning (2014)

43 Auto Recycling  
5394 Hwy 43  
Joplin, MO 64804  
Phone: (417) 781-7904  
Email: miles@43auto.com

#### Dennis Roberts, Jr. (2013)

County Line Auto Parts  
641 N.W. 1801 Road  
Kingsville, MO 64061  
Phone: (816) 697-3535  
Fax: (816) 697-3350  
Email: dennis@countylineautoparts.com

#### J.C. Shoemyer (2012)

J.C. Auto & Truck Parts  
901 County Lane Rd.  
Monroe City, MO 63456  
Phone: (573) 735-4800  
Fax: (573) 735-2581  
Email: jshoemyer@jcautoparts.com

#### Randy Smith (2012)

Archway Auto Salvage  
4140 Gravois Rd.  
House Springs, MO 63051  
Phone: (636) 671-1120  
Email: archwayautosalvage@sbcglobal.net

#### Jason Tourville (2013)

Hwy 160 Import Salvage  
1421 S. Main St.  
Nixa, MO 65714  
Phone: (417) 725-2643  
Email: jason@160auto.com

### St. Louis

#### Loyd Shantz (2014)

Modern Auto Parts  
7908 Alaska Avenue  
St. Louis, MO 63111  
Phone: (314) 638-6040  
Fax: (314) 638-7439  
Email: loyd@modernimports.com

#### Tim Winzen (2014)

Northside Auto Salvage & Sales  
7302 Bulwer Avenue  
St. Louis, MO 63147-2624  
Phone: (314) 382-8989  
Email: info@northsideautosalvage.com

### Kansas City

#### Chris Richardson (2012)

Rich Industries, Inc.  
4120 Winchester  
Kansas City, MO 64129  
Phone: (816) 861-3200  
Fax: (816) 861-3246  
Email: chris-richind@attglobal.net

#### Steve Shaver (2014)

Late Model  
5420 East 10th Street  
Kansas City, MO 64127-1848  
Phone: (816) 483-8500  
Email: steve@latemodelautoparts.com

### At Large Members

#### Mark Baumgarten (2013)

Mack's Auto Parts  
295 River City Blvd.  
St. Louis, MO 63125  
Phone: (314) 638-5422  
Fax: (314) 638-3162  
Email: sales@macksautoparts.com

#### Jack Sumner (2014)

Al's Auto Salvage & Sales  
1610 Lucas & Hunt  
St. Louis, MO 63133  
Phone: (314) 382-6112  
Fax: (314) 382-9583  
Email: alssalvage@aol.com

#### Dan Richardson, (Ex-Officio)

Rich Industries, Inc.  
4120 Winchester  
Kansas City, MO 64129  
(816) 861-3200  
(816) 861-3246 fax  
dan@rich-industries.com

### Associate Members

#### Marty Satz (2012)

Insurance Consultants  
401 N. Lindbergh - Suite 322  
St. Louis, MO 63141  
Phone: (800) 449-1151  
Email: mzsatz@swbell.net

#### Drew Van Devender (2012)

Car-Part.com  
104 S. Pine St - Suite 2  
Florence, AL 35630  
Phone: (256) 765-2315  
Email: drew@car-part.com

## Publisher

MATR retains the services of R.J. McClellan, Inc. Newsletter advertising opportunity inquiries should be directed to:

#### R. J. McClellan, Inc.

445 Broadway Avenue #500  
St. Paul Park, MN 55071  
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  
**Ryan McClellan**  
Layout & Design



## Executive Director

Newsletter content and association membership inquiries should be directed to:

#### Randy J. Scherr

MATR Executive Director  
P.O. Box 1072  
Jefferson City, MO 65102  
Phone: 573-636-2822  
Fax: 573-636-9749  
Email: rjscherr@swsconsultants.com

### Missouri Auto & Truck Recyclers News

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.

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.

## From the President

By Brad Schwartz

Our industry statewide MATR convention is approaching in several months, and we are putting plans together to insure a fun and informative gathering.

The dates of the upcoming conference are November 16th through the 18th. That is the third weekend of November, and the board felt that this was the best weekend with the fewest conflicts.

The location for our meeting is once again at the Lake of the Ozarks. Everyone seems to enjoy getting away from the big cities and smaller towns to a more relaxed and picturesque environment. We are staying at Camden

on the Lake, a newer facility that members have enjoyed over the past several years. Many members make it a family outing and bring their spouses and children. And there is plenty to do around the Lake of the Ozarks.

We are hoping to bring in a national speaker who focuses specifically on our industry. Several board members have heard this gentleman speak at recycling gatherings in the past, and speak highly of his skills and insight. We are discussing several topics for his seminar slots that should provide strong interest for our membership. There will also be numerous vendors in attendance set up at booths in our conference area. Our schedule will include time slots to visit with these vendors and see what services they provide that might benefit our individual businesses.

Saturday night always includes a catered sit down dinner that provides a great social arena to catch up with industry friends that you haven't seen in a while. If you haven't attended a conference lately, it's a great place to make connections and share some of the entertaining stories of our industry.

I encourage you to come to the conference. Besides the educational possibilities, it is always a lot of fun to gather with people from your own industry who can speak your language!



**Don't let NMVTIS reporting wreck your day.**

**ADD is your source for salvage vehicle reporting and more.**

Free and Full Service NMVTIS reporting  
Vehicle History Reports with Lien & Theft data  
Owner/Lienholder search in 25 states

Enter Promo code **RJMC12**  
to receive \$50 off account activation.

For additional information, visit [ADD123.com](http://ADD123.com)  
or contact us at [salvage@add123.com](mailto:salvage@add123.com)



**AutoDataDirect, Inc.**

### WELCOME NEW MEMBERS

**Company Wrench**

(740) 654-5304

**Meadows Auto Inc.**

(417) 491-4934

**Sorrels Auto & Truck Parts**

(573) 445-4451



# MISSOURI AUTO & TRUCK RECYCLER MEMBERSHIP APPLICATION

## Why Should You Join?

**Please Return to:**  
P.O. Box 1072  
Jefferson City, Missouri 65102-1072  
(573) 636-2822  
Fax: (573) 636-9749  
www.matronline.com

- The MATR retains the services of legislative counsel in Jefferson City to monitor proposed new laws, changes in current laws and new regulatory proposal and rules changes.
- The MATR publishes a newsletter 6 times a year at no charge with the latest information on business tips on subjects ranging from insurance, to updates on new products and services and more.
- The MATR maintains a worldwide web site at www.matronline.com featuring information about the industry for consumers, a membership and associate member on-line roster with direct links to their web sites.
- The MATR produces an annual convention & trade show featuring exhibitors showing off their latest
- The MATR maintains an office reachable 24 hours a day, 7 days a week by phone or fax
- All this and more for only \$400.00 a year!

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:**

- Regular Member \$400.00
- Associate Member \$275.00

Make check payable to:  
MATR  
P.O. Box 1072  
Jefferson City, MO 65102-1072

Additional Locations are charged \$200.00 annually

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**Thank you for your support!**

## MATR Regular MEMBERS

- |  |   |   |
|--|---|---|
| <b>4-Auto Parts, LLC</b><br>(816) 256-4479                           | <b>Higbee Auto Service</b><br>(660) 456-7201                        | <b>Nuelles 4x4 Salvage</b><br>(660) 584-7989                            |
| <b>A1 Auto Recyclers</b><br>(573) 442-4343                           | <b>Highway 160 Import Salvage, Inc.</b><br>(417) 725-4061           | <b>O-K Auto Parts, LLC</b><br>(314) 652-1144                            |
| <b>Al's Auto Salvage &amp; Sales</b><br>(314) 382-6112               | <b>Hillsdale Auto Parts</b><br>(877) 385-9950                       | <b>Perrigo Body Shop</b><br>(660) 397-2195                              |
| <b>Al's Foreign Auto Salvage &amp; Sales, Inc.</b><br>(314) 382-5404 | <b>J.C. Auto &amp; Truck Parts</b><br>(573) 735-4800                | <b>Pick-n-Pull Auto Dismantlers -<br/>Kansas City</b><br>(816) 231-1618 |
| <b>All Star Auto Salvage</b><br>(816) 921-9999                       | <b>Jack's Auto Salvage</b><br>(636) 947-6005                        | <b>Pick-n-Pull Auto Dismantlers -<br/>St. Louis</b><br>(916) 681-3463   |
| <b>Archway Auto Salvage &amp; Sales, Inc.</b><br>(636) 671-1120      | <b>Johannes Auto Sales, Inc.</b><br>(573) 243-3506                  | <b>Rascal Flats, INC.</b><br>(660) 388-6389                             |
| <b>Auto Parts Company</b><br>(636) 366-4966                          | <b>Keystone Kansas City<br/>(LKQ Corporation)</b><br>(816) 921-8929 | <b>Rich Industries</b><br>(816) 861-3200                                |
| <b>B &amp; B Import Auto</b><br>(417) 725-5296                       | <b>Keystone Springfield<br/>(LKQ Corporation)</b><br>(417) 582-1995 | <b>Rogers Wrecking &amp; Salvage</b><br>(417) 532-3731                  |
| <b>B &amp; W Truck Repair, Inc.</b><br>(573) 393-2357                | <b>Keystone St. Louis<br/>(LKQ Corporation)</b><br>(314) 298-7766   | <b>Sapulpa Auto Pool of Kansas City, LLC</b><br>(816) 380-5151          |
| <b>Car Tech Advantage, LLC</b><br>(417) 862-1641                     | <b>Late Model Auto Parts</b><br>(816) 483-8500                      | <b>Sorrels Auto &amp; Truck Parts</b><br>(573) 445-4451                 |
| <b>County Line Auto Parts</b><br>(816) 697-3535                      | <b>Liberty Auto Salvage, Co.</b><br>(314) 531-4141                  | <b>Springfield Iron &amp; Metal</b><br>(417) 869-7373                   |
| <b>Countryside Auto &amp; Truck Parts</b><br>(636) 928-6792          | <b>Mack's Auto Parts, Inc.</b><br>(314) 638-5447                    | <b>St. James Auto &amp; Truck Parts, LLC</b><br>800-264-3294            |
| <b>Davis Auto Wrecking</b><br>(816) 229-3432                         | <b>Meadows Auto Inc</b><br>(417) 491-4934                           | <b>T &amp; L Auto Sales Salvage, Inc.</b><br>(816) 630-7530             |
| <b>Delta Auto Parts &amp; Salvage, Inc.</b><br>(573) 379-5438        | <b>Midway Auto Parts, Inc.</b><br>(816) 242-0100                    | <b>Thompson's Auto Sales</b><br>(573) 223-7338                          |
| <b>E &amp; J Auto Salvage</b><br>(636) 479-4132                      | <b>Modern Imports, Inc.</b><br>(314) 638-6040                       | <b>Trump Trucks</b><br>(660) 727-2387                                   |
| <b>Fierge Auto Sales</b><br>(800) 252-9025                           | <b>Mott Auto</b><br>(417) 532-3914                                  | <b>West 7th St. Salvage</b><br>417-623-3255                             |
| <b>Forty Three Auto</b><br>(417) 781-7904                            | <b>Northside Auto Salvage &amp; Sales</b><br>(314) 382-8989         | <b>Yancey Auto Sales &amp; Parts</b><br>(573) 565-3508                  |
| <b>Frontier Auto &amp; Truck Parts</b><br>(660) 359-3888             |   |   |

**Join us and just see  
what we can accomplish together!**

BE SURE TO CONSIDER ALL OF OUR DIRECT MEMBERS  
FIRST FOR YOUR BUSINESS NEEDS

VISIT OUR WEBSITE FOR FULL CONTACT INFORMATION

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



Visit us OnLine at  
[www.matronline.com](http://www.matronline.com)

## MATR Legislative Update

By Brian Bernskoetter

The 2012 Legislative Session drew to a close May 18th without the rush to pass last minute bills that traditionally mark the end of the session. This year the Among the priority bills passed this year were: the state's operating budget which for the first time in 4 years was not supplemented with one-time federal dollars, worker's compensation reform to limit co-employee liability, and expansion of charter schools.

The state budget for the 2013 fiscal year features a 2% increase for almost 95% of state employees, level funding for education, and increased reliance on gaming and lottery proceeds to fund programs.

Among the priorities that didn't pass were: reforms to Missouri's workers comp laws relating to occupation disease laws, teacher tenure reform, quicker turnaround of unaccredited school districts, tax amnesty programs, and any changes to a host of controversial tax credit programs.

***There are a few bills of specific interest to report on:***

**HB 1150 and SB 568** – these bills both contain a number of provisions of interest

- Allows rebuilt salvage vehicles that are 11 years of age or older to pass the Highway Patrol inspection without being restored to their original appearance
- Establishes a procedure by which insurers who purchase vehicles through the claims adjustments process can obtain a salvage title or junking certificate when an insurer is unable to obtain a negotiable title with an application to the Department of Revenue
- Allows a scrap metal operator to purchase an inoperable motor vehicle that is at least 10 model years old without a title provided the scrap metal operator verifies with the Department of Revenue, via the department's online record access, that the motor vehicle is not subject to any re-

corded security interest or lien on the motor vehicle. If the vehicle is 20 model years old, then the scrap metal operator is not required to verify whether the motor vehicle is subject to any recorded security interests or liens

**HB 1402** – this bill makes technical changes to the definition on "mobile scrap processor" and "scrap processor" and allows for the Dept. of Revenue to conduct inspections of salvage pool operator premises.

In previous reports we had mentioned bills that would put further restrictions on the purchase of commodity metals which would have an impact on our ability to buy scrap cars. Those bills failed to pass this year.

At the time of printing the Governor has not signed or vetoed any of the bills listed. To check the status of these bills you can go to [www.moga.mo.gov](http://www.moga.mo.gov) and click on the "joint bill tracking" link.

This is a major election year and you will undoubtedly be inundated with campaign literature and advertisements. We will give an update on the elections during the next report but if you have any questions in the mean time about candidates or issues on the ballot please contact the MATR office. We would be glad to assist you if we can.

### — ANNOUNCING! —

Now you can **SAVE 40-80% OFF** normal printing industry prices at our **NEW Fully AUTOMATED Printing Website!** [www.MikeFrench.com](http://www.MikeFrench.com)

Mike French & Company, Inc.

*Celebrating  
30 Years!*



Proud to Be Serving Recyclers Since 1982!



*Protecting Your Property...continued from cover*

## Existing Buildings and Structures Remove Trees and Potential Windborne Missiles What You Can Do

Your property is more likely to be damaged during a hurricane, windstorm or tornado if the area immediately surrounding your buildings has trees, outbuildings, trash cans, yard debris, equipment or other materials that can be moved by the wind. Wind can topple trees onto your buildings and can pick up smaller objects and drive them through windows and glass doors. Flying debris also can cause serious injuries.

Ensure that all trees are far enough away that they cannot fall onto your property or buildings. The distance between buildings and any nearby tree should always be greater than the height the tree will reach when it is fully grown. All storage sheds and other outbuildings should be securely anchored, either to a per-

manent foundation or with straps and ground anchors. Smaller objects, such as trash cans, picnic tables and outdoor furniture also should be anchored or, if you have adequate warning, moved indoors. Clear away any debris, such as fallen tree branches.

### Tips

Keep these points in mind when you remove trees and potential windborne missiles from around your buildings:

- Have a plan and be ready to move valuable equipment and material indoors.
- Removing large trees near your business can be extremely dangerous, and therefore is a job for a skilled contractor.
- Trees that will not be removed may be trimmed to allow excessive wind to pass through.
- The straps and ground anchors used for manufactured homes also can be used to anchor outbuildings, especially small sheds, which usually are not placed on a permanent foundation.
- You can secure trash cans with cables or chains attached to ground anchors or to wood posts firmly embedded in the ground. Trash can lids should be tied to cans with cables or chains.

## Secure Built-Up & Single-Ply Roofs What You Can Do

Built-up and single-ply roofs are common on commercial buildings. Built-up roofs consist of multiple layers of felt and asphalt while single-ply roofs consist of one waterproof membrane. These roofs often are damaged when high winds tear away the metal edge flashing or coping around the perimeter of the roof. Once the flashing or coping is gone, the wind can peel back the roofing material and expose the interior of the building to the elements. Major building codes do not address the wind resistance of flashings and copings.

Whenever a built-up or single-ply roof is repaired or replaced, your roof designer or roofing contractor should ensure that the flashing and coping are made of a corrosion-resistant metal, such as aluminum, and securely attached to the building with screws, concrete spikes, or a continuous cleat. Using a supplementary attachment method



### Quick Pay & Top Prices Since 1936

**We Buy All Metals including...**

- Insulated Copper Wire
- Aluminum & Brass Radiators
- Aluminum Wheels
- Catalytic Converters
- Starters and Alternators
- Scrap Iron & Steel
- Automotive Cast Iron

**P: 314.481.2800 • TF: 800.527.6865  
F: 314.481.4703**

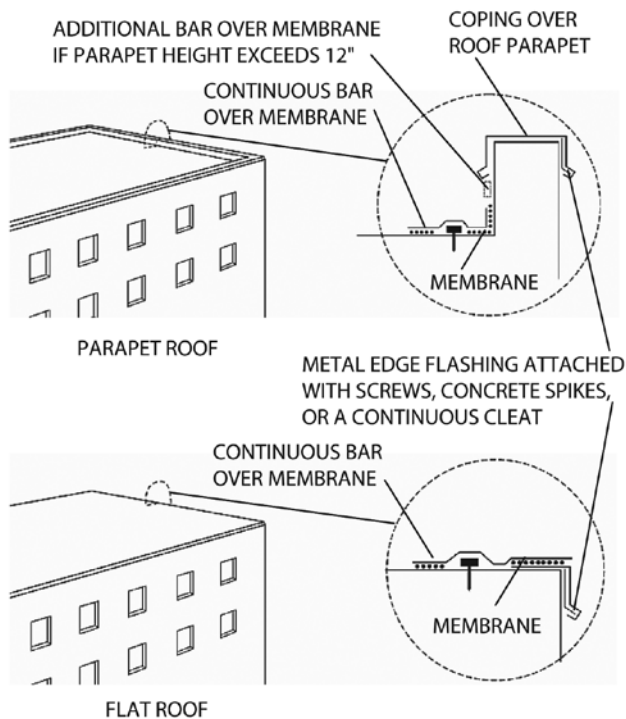
*Pick Up Service Available.*

**6400 South Broadway • St. Louis, MO 63111**



to provide additional strength is recommended. For single-ply roofs, a continuous bar placed over the membrane (see detail figure) is an effective means of strengthening the attachment.

Have your roof inspected by a roofing professional on a regular basis and make sure all drains are clear of debris.



### Tips

Keep these points in mind when you have your built-up or single-ply roof repaired or replaced:

- Single-ply membranes that are fully adhered are less susceptible to damage than mechanically attached or loose-laid air-pressure-equalized membranes.
- Some local building codes may require that roofs meet design standards for resisting uplift forces. An example is the American Society of Civil Engineers (ASCE) Standard 7. Check with building officials on any recently strengthened codes.
- Your local building official may be able to inspect your roof and recommend changes that will help protect it from high winds.
- If you add stone ballast or pavers to your roof, make sure the roof parapet is high

## MATR ASSOCIATE MEMBERS

### Advantage Metals Recycling, LLC

Kansas City, MO  
(816) 861-2700

### Alter Metal Recycling

Council Bluffs, IA  
(712) 328-2601

### American Pulverizer Co.

St. Louis, MO  
(314) 781-6100

### Barrie Pannett, CPA, P.C.

Chesterfield, MO  
(636) 733-2327

### Car-Part.com

Ft. Wright, KY  
(859) 344-1925

### Company Wrench

Carroll, OH  
740-654-5304

### Grant Iron & Motors

St. Louis, MO  
(314) 421-5585

### Grossman Iron & Steel

St. Louis, MO  
(314) 231-9423

### Hollander, A Solera Company

Plymouth, MN  
(763) 519-3231

### Insurance Consultants, Inc.

St. Louis, MO  
(800) 449-1151

### PSC Metals, Inc.

St. Louis, MO  
(314) 231-6077

### Southern Metal Processing

St. Louis, MO  
(314) 481-2800

### Vander Haag's Inc.

Spencer, IA  
(712) 262-7000

BE SURE TO CONSIDER OUR ASSOCIATE MEMBERS  
FIRST FOR YOUR BUSINESS NEEDS  
VISIT OUR WEBSITE FOR FULL CONTACT INFORMATION  
[www.matronline.com](http://www.matronline.com)

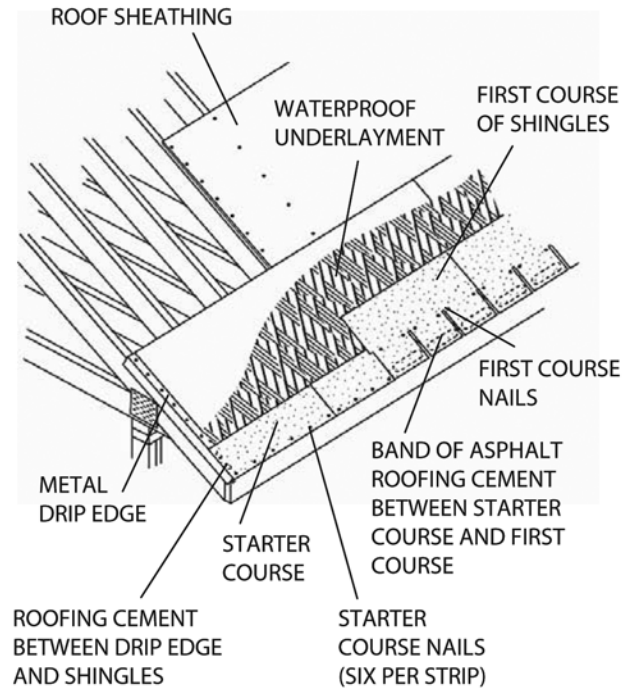
enough and that the pavers or individual stones are large enough to resist being picked up and carried by the wind (refer to Wind Design Standard for Ballasted Single-Ply Roofing Systems).

- Roof warranties typically will not cover damage caused by strong storms.

### Secure Composition Shingle Roofs What You Can Do

Inadequately secured composition shingles can be damaged or torn away by high winds. When this happens, the interior of the building becomes vulnerable to rainwater infiltration. If your composition shingle roof is being repaired or replaced, your roof designer or roofing contractor should make sure that the following requirements have been met (see figure).

- Each shingle should be held by at least six nails, which should be installed below the edge of the upper, overlapping row of shingles.
- A waterproof underlayment should be installed beneath the shingles. When well-attached, it temporarily protects the building from rain if shingles are torn away by the wind.



The roof sheathing (typically plywood panels) should be at least 15/32 inch thick and securely attached to the roof trusses. (Nails in older wood roof sheathing often are farther apart than recommended, especially in areas subject to high winds). Your roof designer or roofing contractor should check with local building officials for nailing requirements.

Have your roof inspected by a roofing professional on a regular basis and make sure all drains are clear of debris.

#### Tips

Keep these points in mind when you have your composition shingle roof repaired or replaced:

- When replacing a roof, your contractor should remove the existing shingles and underlayment rather than install new shingles over them. This approach allows the contractor to inspect the sheathing and make any repairs that may be necessary.

**ICI Insurance Consultants, Inc.**  
Martin Satz Insurance

*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**

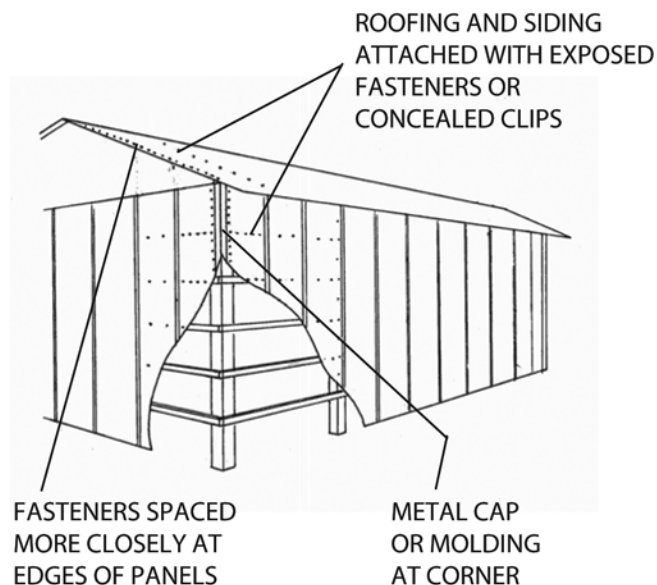


401 N. Lindbergh Blvd., Suite 322, St. Louis, MO 63141  
ph: 314.994.1151 | tf: 800-449-1151 | fax: 314.994.7494  
www.InsuranceConsultantsInc.com



- All nails used to attach the roof sheathing must penetrate the underlying roof trusses. Otherwise, the sheathing will not be securely attached and can be more easily torn away by high winds. Inadequate attachment of roof sheathing resulting from poor workmanship has been a common cause of roof failures during hurricanes and other storms with high winds.
- The following precautions are recommended for buildings in windstorm or hurricane-prone areas:
  - The general recommendations given in the Fourth Edition of the NRCA Steep Roofing Manual should be followed.
  - Your shingles must be attached with nails rather than staples.
  - The first course of shingles should be sealed to the starter strip with dabs or bands of roof cement.
  - If your building is within 3,000 feet of salt water, the nails should be hot-dip galvanized or stainless steel.
- Your roofing designer should try to obtain information from manufacturers about bond strength and nail pullthrough resistance, and then use products with values in the upper ranges of available strengths.
- Your local building official may be able to provide additional recommendations.

- When siding and roofing panels are not adequately attached to the building frame, the force exerted by the wind can lift them, possibly to the point where the fasteners pull through or break. When this occurs, entire panels can be torn off.
- Windborne debris can puncture siding or roofing panels and make them more susceptible to further wind damage. In both situations, wind will be able to enter the building and increase the likelihood of severe structural damage.



## Secure Metal Siding & Metal Roofs

### What You Can Do

Check the connections between the siding, roof, and frame of the building and modify them as necessary to provide greater wind resistance. High winds can damage buildings with metal siding and roofs primarily in two ways:



Phone: 515-265-5696

**Toll Free: 800-717-6505**

Fax: 515-265-0817

***The best value. The best price. The best service.***  
*When you need quality used auto & truck parts, look no further than Trails End.*

**[www.trailsendauto.com](http://www.trailsendauto.com)**

**Mike Swift • Steve Swift**

**1600 NE 44th Avenue • Des Moines, IA 50313**

Metal siding and roofing in high-wind areas should be securely attached to the building frame with exposed fasteners such as screws or bolts or with concealed clips. The spacing of the fasteners or clips will depend on their strength and on the design and strength of the siding and roofing panels. In general, fasteners should be more closely spaced at the edges of panels. Also, all edges of siding, such as along the corners of the building, should be covered with a metal cap or molding and secured so that wind cannot work its way underneath. Have your buildings inspected periodically and repaired as necessary.

**Tips**

Keep these points in mind when you inspect and repair metal siding and roofs:

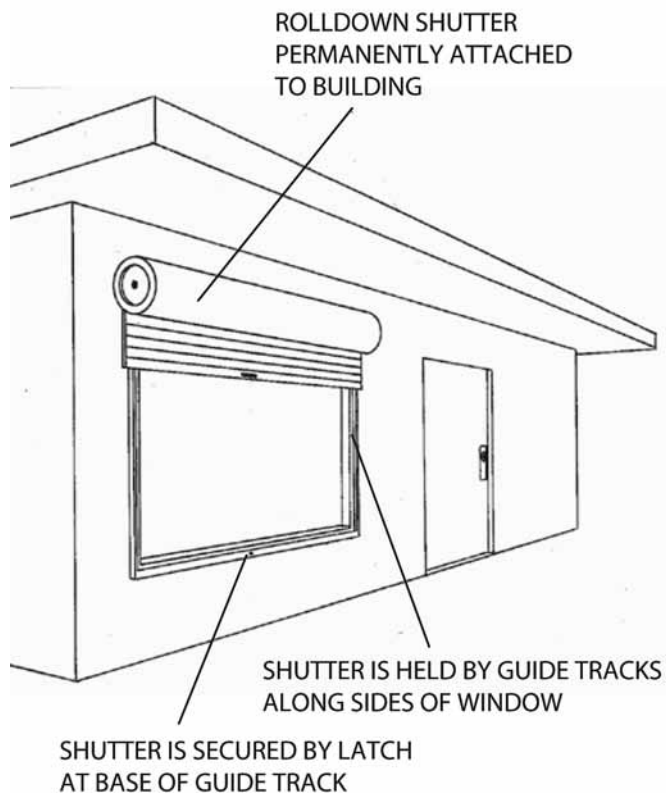
- Have your buildings inspected periodically and repaired as necessary. Loose or missing connectors, rust, and damage caused by past storms can leave metal siding and roofing more vulnerable to serious damage from high winds.
- If the siding or roofing on your building is attached with metal clips, make sure they are strong enough to resist the force of the wind without bending. If you can bend a clip with your hands, it is likely to fail when high winds act on the siding or roofing.

**Install Shutters or Plywood Window Covers**

**What You Can Do**

High winds and windblown debris can break unprotected windows easily and enter your building causing more damage. Protecting windows not only helps you avoid damage to your building, it also reduces the likelihood that you or employees will be hurt by broken glass and debris.

Windows can be protected with permanent storm shutters as shown in the figure below, or with temporary plywood covers. Permanent storm shutters usually can be closed quickly and easily providing an advantage over temporary covers. They are available in a wide variety of sizes. However, temporary covers can be an economical alternative and can be installed fairly quickly if the necessary preparations are made. Plywood covers also can be used to protect sliding glass doors and French doors.



**MATR Dates of Interest**

**August**

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

**September**

12 **Veto session convenes**

**November**

16-18 **2012 MATR Annual Meeting**  
Camden on the Lake, Lake Ozark, MO

## Tips

Keep these points in mind when you protect windows and doors:

- Consider replacing existing glass with impact-resistant glass, or covering the existing glass with a protective film.
- If you decide to use temporary plywood covers, you may want to hire a contractor or handyman to make them for you. If you do the work yourself, you will need to cut the plywood and drill holes for screws or lag bolts in each cover and in the wall around each window. The screws or lag bolts should be placed along the top, bottom, and sides of each cover, and they should be long enough to penetrate the wall studs around the window, not just the siding or wall covering.
- Don't wait until a hurricane or windstorm warning is issued to make the covers; you probably won't have time. Make them now so that you will be ready to install them quickly. Store the mounting screws or lag bolts with the covers, in a place where they are readily accessible. Don't stack heavy boxes or other hard-to-move materials on top of or around the covers. Use a numbering or lettering system that matches the cover to a specific window.
- Hurricane window clips are available for commercial buildings and eliminate the need to drill into window framing.
- If you decide to buy permanent shutters, look for models that meet the wind load and impact standards established for your area. These standards can be obtained from your local building official. If you have any questions about the strength of a specific model, check with the manufacturer.
- If you buy motor-operated shutters, make sure they can be operated manually if there is a power outage.

## After the Storm

### What You Can Do

Contact your insurance agent. There are measures you can take to help prevent further damage to your property, inventory or equipment. Use extreme caution as dangerous conditions may be present. Many people are injured while attempting to enter structures or when making repairs. If you have any doubts about safety, contact a qualified building inspector or structural engineer before entering a building. Your safety is more important than property.

### Outside Tips

- Walk carefully around the outside and check for loose power lines, gas leaks, and structural damage to the roof, foundation and chimney. If it looks like the building may collapse, leave immediately.
- Do not enter your business if you smell gas, floodwaters remain, or your building was damaged by fire and the authorities have not declared it safe.
- Have a supply of tarps readily available.

### Inside Tips

Enter buildings carefully and check for damage. Be aware of loose boards and slippery floors. The following items are other things to check inside the buildings:

- If you smell gas or hear a hissing or blowing sound, open a window and leave immediately. If possible, turn off the main gas valve from the outside and call the gas company. If you shut off the gas supply at the main valve, you will need a professional to turn it back on.
- Check the electrical system unless you are wet, standing in water, or unsure of your safety. Check for sparks, broken or frayed wires. If possible, turn off the electricity at the main fuse box or circuit breaker. If the situation is unsafe, leave the building and call for help. Do not turn on the lights until you are sure they are safe to use. You may need to have an electrician inspect your wiring.
- If appliances and equipment are wet, turn off the electricity at the main fuse box or circuit



breaker. Then, unplug appliances and let them dry out. Have appliances checked by a professional before using them again. Also, have the electrical system checked by an electrician before turning the power back on.

- If water and sewage pipes are damaged, turn off the main water valve. Check with local authorities before using any water. The water could be contaminated. Pump out wells and have the water tested by authorities before drinking. Do not flush toilets until you know that the sewage lines are intact.
- Be aware of chemical spills and their hazards. If hazardous materials are present, have professionals assess the damage and complete the clean-up.
- Restore the building sprinkler systems.

## Business Continuity Program

A business continuity program (BCP) identifies the impact that windstorms, hurricanes, tornadoes and other major disruptions can have on your business operations. The BCP helps you develop plans and strategies to restore your business as soon as possible following an emergency.

Your agent and Harleysville Risk Services have tools and programs to assist you in developing a BCP.

## For Additional Information

### Your Harleysville Insurance Agent

#### Harleysville Insurance

[www.harleysvillegroup.com](http://www.harleysvillegroup.com)

[riskservices@harleysvillegroup.com](mailto:riskservices@harleysvillegroup.com)

1.800.523.6344, ext. 8100

#### FEMA

<http://www.fema.gov>

#### American Red Cross

<http://www.redcross.org>

#### State Emergency Mgt. Centers

<http://www.emergencymanagement.org/states>

#### NFPA (Code 1600; Code 5000)

<http://www.nfpa.org>

#### National Roofing Contractors Association

<http://www.nrca.net>

#### Insurance Institute for Business & Home Safety

<http://www.disastersafety.org>

#### State and Local Building Code Officials

#### Local Office of Emergency Planning

## CARGO THEFTS OF METALS ON THE RISE

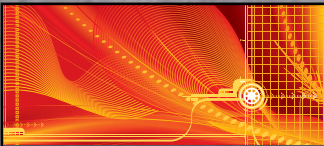
The increasing cost of metals is tied to an increase in cargo thefts. According to FreightWatch International:

- In the first quarter of 2012, cargo theft in the metal industry in the United States increased 254%.
- Criminals are stealing loads of metal at a rate of 15.3 thefts per month.
- In addition to theft from cargo, theft of copper and other valuable metals from power stations, rail lines, and even home exteriors is on the rise.
- The trend in metal theft is expected to continue at least into 2013. ●



# Upgrade your technology toolbox.

Hollander's cutting-edge technology solutions can help you sell more parts to more people with less effort.



## Powerlink<sup>®</sup>

Manage inventory and keep your parts moving.

A fully integrated solution that grows with your business.

- Flexible Order Process
- Dismantling Worksheets
- Custom Images
- Automated Parts Grading
- Bulk Part Maintenance
- Proscanner Bar Code
- Automated Pricing
- Vehicle Profitability
- Training and Support

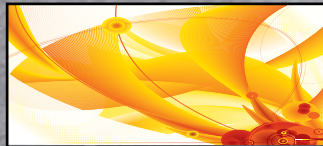


## EDEN<sup>®</sup>

Get connected to the largest nationwide parts network.

Let Hollander bring buyers to your inventory.

- EDEN Online
- EDEN Exchange
- EDEN Real Steel
- Unlimited Part Searches
- Images available with Locates and Exchanges
- Powerlink Data Backup
- RAS Buying Partnership
- EDEN Direct Hit
- EDEN Review
- Training and Support



## Production Manager

Get unparalleled control over every step of the production cycle.

Boost productivity, improve customer service, and save money.

- Manage resources efficiently with complete traceability
- Make any YMS more productive
- Real time status updates and alerts result in higher CSI scores
- Get control over yard production – no lost orders, parts or customers
- Simplify part locating and extend your trading community



## e-Link<sup>™</sup>

Expose your inventory to millions of new customers.

Take advantage of our exclusive eBay solution.

- Increased sales with unlimited parts listed online
- Increased profits with no-fee listing
- Expanded customer base
- Automated parts listing
- Automated inventory management
- Integrated order management

 eBay Motors



800-825-0644 | [www.hollandersolutions.com](http://www.hollandersolutions.com)

KEEPING ALL YOUR PARTS MOVING

MATR0812



**Missouri Auto & Truck Recycler News**

c/o RJ McClellan, Inc.  
445 Broadway Avenue #5  
St. Paul Park, MN 55071

Change Service Requested

PRESORTED  
STANDARD  
U.S. POSTAGE  
**PAID**  
Twin Cities, MN  
Permit No. 7911

**Announcing...**  
**IRT is NOW...**  
**ISO 14001:2004 Certified**

**IRT**  
INTEGRATED  
RECYCLING TECHNOLOGIES INC.

Your Reliable Consumer of  
**Catalytic Converters** and **High Grade Electronic Scrap**

Call Today for Competitive Non-Ferrous Pricing.

**877-892-9194**

**763-295-6992**

9696 Fallon Ave. // Monticello, MN

Fax 763-295-6982 // [www.irtmn.com](http://www.irtmn.com)



**ISRI**  
MEMBER