

Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

August/September
2022

2022 MO/IL Convention & Trade Show

Get Your Motor Running & Your Wheels Turning

**at Gateway Classic Cars, O'Fallon, IL
October 7 & 8, 2022**

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Hello - Michelle here from the Auto & Truck Recyclers of IL and it's almost that time again for the MO/IL Convention & Trade Show. While we were not able to have our event in the Ozarks as planned, I did manage to find a place that I think you all will enjoy. This year we will be in O'Fallon, IL, a stone's throw away from St. Louis at the Gateway Classic Car Museum. Wait till you see this place! It is massive with all kinds of classic cars, visit www.gatewayclassiccars.com and see for yourself, and know that all of these cars are for sale. All of our sessions will be at this venue and it's not far from the yard we were at just a couple years ago. The host hotel is just two exits away from the event space and right next door to the Holiday Inn we were at a couple years back. Easy to get to and to get around. Lots of shopping and the like in the area too. Saturday night we are doing the Skyline River boat cruise, which should be fun and probably very beautiful that time of year. You'll enjoy views of the St. Louis skyline. Sign-up for the optional cruise on the registration if you are going to attend. The fee covers gratuity.

So, by now you may have received the attendee registration and I hope to see many of you there! I highly encourage you to come to this event. We have a great line-up this year and yes, another seminar on Electric Vehicles. That seminar last year was well attended and was a wealth of information. Also, we have new exhibitors this year, so you can come and see what's new. Mike Kunkle is presenting and so is Theresa from Car-part.com. I know, these days, it's hard to hire and keep good help

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St. Louis, MO
800-449-1151

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417-869-7372

Newsletter content and association membership inquiries should be directed to:

Randy J. Scherr, MATR Executive Director

Email: rjscherr@swllc.us.com

Check us out online at www.matronline.com

Find us on

Missouri Automobile and Truck Recyclers Association

Find information on membership including the membership application at www.matronline.com/associate.html

Missouri Auto & Truck Recyclers News

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Get Your Motor Running... continued from cover

and Mike will explain how to make this a smoother process. New this year, will be a presenter on Succession planning. With our world the way it is today I would think this session could be very interesting and informative. I may have to sit in on that one myself! What's happening in the metal market, another interesting session. I have asked all the core buyers to sit on a panel for that one. I would think it would be interesting to hear what's going on from their perspective. I hope you see some sessions that are appealing to you that you want to learn more about.

I am sure those of you who have attended this two-state event have come away with more knowledge and hopefully even met some new trading partners as well as new friends. This event is for you! When putting this together with

the committee made up of both MO and IL member's we want to make sure we are bringing you the latest and greatest this industry has to offer. Feel free to send any suggestions and or thoughts you may have, always welcome. I want to mention the catalytic convertors fundraiser, we are doing again this year and are asking you to donate one or two or as many as you can. This was a good fundraiser for both states last year. I have to tell you the IL people have been very pleased since we teamed up together. I also know how much the exhibitors like it. I always here from others that the state shows are not well attended. Lucky enough we have had a pretty good turn out the past couple of years. By attending this event you are also supporting both associations. We look forward to seeing you soon! Thank you for your support!

Marty Satz



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What You Need To Know About EV Batteries

By Andy Latham

A car powered by an electric battery: Are they safe?

Electric vehicles or plug-in cars as some people refer to them have to undergo the same rigorous testing just as any petrol and diesel powered vehicles. In addition, many safeguards are built-in relating to the battery and high voltage electrical systems for which, thankfully, you don't need an auto electrician course to understand. These safeguards prevent the battery from becoming dislodged in an accident, are designed to shut the high voltage system down and prevent the possibility of the car's chassis becoming live. So, there is no real need to be concerned.

I've heard that the charge in electric vehicle batteries doesn't last very long and that charging stations are hard to find

It is true that in early models you were unlikely to get much further than 100 miles on a full charge, and yes, you might have had to travel many miles to find a charging station. However, as technology has developed and electric cars have become more popular things are changing rapidly. This is due to cheaper operating costs coupled with the reduced environmental impact and

over time battery performance has improved considerably. It is now possible to cover 250+ miles in EV models now on the market. Ironically, the number of charging stations has also risen exponentially and not only in fuel stations they can now be found in shopping centres, supermarket car parks, motorway service stations etc. Most sat nav's now carry information about charging stations near your location.

What type of battery will I find in a modern electric car?

Lithium-ion batteries are the ones in common usage today for electric vehicles. They offer a high-energy density and last longer than other types of electric battery, which is why they are the battery of choice for EV manufacturers. Battery technology has come a long way since the first lead acid batteries were used over 100 years ago.

What other types of vehicle batteries are there?

All vehicles still have a 12v battery - 98% of these are lead acid - along with additional batteries for alarm systems, telematics, tyre pressure sensors and many other devices.

EV Batteries.... continued to page 8

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If you have been thinking about advertising NOW is the time!

This newsletter is supported by the advertisers in it ***and we thank them!!***

Unfortunately, the advertising support for the newsletter is struggling to cover the costs of production and mailing. You can also opt to get this newsletter by email to reduce paper and mailing costs. Send an email to newsletters@rjmc.com.

This newsletter is mailed to all the automotive recyclers in Missouri. It carries the news from Missouri Auto & Truck Recyclers free of charge as a service to the association. It is a membership building tool and a resource for MATR as the newsletter gets the word out on MATR activities and information. Your ad supports the newsletter and in turn supports Missouri Auto & Truck Recyclers.

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2022 MO/IL Convention & Trade Show

Get Your Motor Running & Your Wheels Turning

at Gateway Classic Cars, O'Fallon, IL
October 7 & 8, 2022

Seminars & Events include:

Friday, October 7

Noon **Registration Open**
at the Gateway Classic Cars Museum

1:00pm – 2:00pm **Succession Planning**
- Justin R. Gaffney, Partner at Gaffney & Gaffney PC.

2:15pm – 3:15pm **Discussion: How to cut costs and save money during inflation** - Mike Kunkle

Break refreshments located at the Registration desk

3:30pm – 4:30 **Attracting, hiring and keeping great employees** -Mike Kunkle,

5:00pm – 10:00pm **Exhibitor Appreciation Night!**
Trade Show opens at 5:00
Enjoy Cocktail/Silent/Live auction/Reception

Saturday, October 8

9:00am – 10:00am **Car-part.com: The latest and the greatest**
- Theresa Colbert

10:00am – 11:00am **Sales & More**
- Mike Kunkle

11:00am – 1:00pm **Tradeshow & Lunch with Exhibitors**

1:00pm **VET Environmental**

1:00pm **MATR Board Meeting**

2:15pm **Roundtable: Maximizing Core Sales. What is happening in the metal market**
- Moderator, Theresa Colbert

Break refreshments located at the Registration desk

3:00pm **Electric and Hybrid cars. What the future holds for you?**
- Speaker TBD

5:00pm **Gateway Arch Riverboat Cruises, Skyline Dinner Cruise**
(see payment option on registration)



All subject to change

Help with Live Auction

Please consider donating a service or item for the Friday night Live auction. This item can be a product or service from your company, or any item that you think would get the bidding going in our live auction.

Your donation and support is much appreciated!

Join us Saturday Evening for a 2-Hr Dinner Cruise

Gateway Arch Riverboat Cruises, Skyline Dinner Cruise

The two-hour cruise features live music, a chef-inspired menu and captivating views of the St. Louis skyline.

\$58/person (incl. gratuity)
- cash bar available.

Please sign up on the registration.
Seating is limited

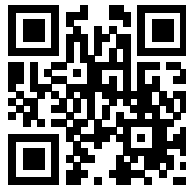
Note to Attendees:

To support the MATR & ATRI associations, we ask if you would please bring one or two, or as many as you can spare, **CATALYTIC CONVERTORS** to donate to the associations. We thank you for your support!!!

Hotel Info

Four Points by Sheraton St. Louis - Fairview Heights

319 Fountains Pkwy
Fairview Heights, IL 62208
Visit www.IllinoisAutoRecyclers.com for reservation link or use this QR Code.



Special room rate of \$125 if you mention **Auto Recyclers**.

The hotel will provide a breakfast coupon at a discounted rate of \$6.99 (regular \$9:99)
CUT OFF DATE is September 6, 2022

Contact information:

Michelle Lechner
2912 Andy Rd
Springfield, IL 62702
877/880-2874 fax: 877/747-7597
Email: ILLautorecyclers@aol.com

Attendee Registration

Registration fee is \$125 for ONE person or \$110 per person for TWO or \$100/person for THREE-FOUR or \$90 per person if FIVE or more register from the same facility. Fee includes all meals, seminars!

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Names for Badges

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or _____ @ (5+) \$90/person = \$ _____

Saturday Evening 2-Hr Dinner Cruise

Gateway Arch Riverboat Cruises, Skyline Dinner Cruise

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So we can better plan our meal requirements, please indicate which meals you will be attending and number of meals required. Thank you!

<i>Friday</i>	<i>How Many?</i>	<i>Saturday</i>	<i>How Many?</i>
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EV Batteries.... continued from page 5

Nickel metal hydride batteries are found in many hybrid vehicles and give a greater output than lead-acid batteries; They also have a long life with recorded mileage in excess of 150,000.

What about recycling?

Most high voltage batteries in hybrid and electric vehicles last beyond the lifetime of the vehicle, with many being utilised as static storage for homes and in solar and wind farm facilities. Once they have reached end of life, batteries are recycled in processes that separate all the elements that make up the battery so they can be re-used in new product.

A final word

Hopefully that dispels a few myths. EV batteries are perfectly safe and your vehicle manufacturer will tell you all you need to know about the battery in your vehicle. Maintenance of an electric vehicle, however, requires specialist training despite the many safeguards in place. The risk of electrocution is real and maintenance requires specialist knowledge. Remember though, that even though you can travel a relatively long distance in an electric vehicle, like any other car, regular maintenance is key for optimal performance.

About Andy Latham

From shop floor apprenticeship to After Sales Manager in retail motor industry, joined Aviva as Claims Engineer, now specialist in Electric and Hybrid Vehicles as well as Motor Salvage and Automotive Recycling.

Registered as Incorporated Engineer (IEng) with the Engineering Council UK, Advanced Automotive Engineer (AAE) and Fellow of the Institute of the Motor Industry (FIMI), Member of the Society of Operation Engineers (MSOE) and Member of the Institute of Road Transport Engineers (MIRTE).

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The “Bubble” and Why YOU Need to Use It!

By Theresa Colbert

Since COVID started, the #1 complaint I have been getting from yards is, “Why do people have the Car-Part Messaging Bubble (iCPM) and NOT answer it?”

I have been getting this feedback from yard owners, managers, and employees. When I say I get this complaint a lot, I am not exaggerating. Usually at least once a day! I have spent the last 10 years on the road for Car-Part and the “bubble” is one of those things – when you know, you know! The people who use our instant messaging correctly are usually top sellers at a company. They will have 10 or 15 conversations going at one time. This is not like the “old days” of “chat rooms.” iCPM is more like being able to text message from your desktop, with the ability to have what you are looking for pre-filled in.

I think it may be time to revisit instant messaging and talk about why we need to make sure we are answering our messages. We live in an instant gratification, text message world. My kids would never call a person when they can text message or use Live Chat.

Recently, a Car-Part.com website shopper sent us a Facebook message, very ticked off because he was trying to find a door mirror. He messaged 4 recyclers with Live Chat (which goes to

iCPM) and none responded. He sent us screenshots of all of them and in all of them, the seller was Available but just never responded. Poor guy spent 40 minutes on this, from what we can tell by the clock in the screenshots. Some, he was asking if they’d ship it. Some, he asked what the price was. On one, he even said he wanted to buy it and just wanted to know how to pay. No one responded.

Would you ignore a ringing phone?

No, you would not let the phone ring when a customer is calling. But you won’t “pick up” your instant messaging when they find the part on Car-Part.com. They know the price. They are just “calling” to see if you still have it, if you ship, and how to pay for it!

Do you like selling to other recyclers?

Answer your bubble! Most salespeople are busy! They can’t always pick up the phone to call you. But, they can instant message with a customer, while helping the counter customer, and the customer on the phone.

Designate who answers iCPM!

If you are not in sales, or not able to answer your messages, pick someone else at your business who can and will answer “the bubble,” so you are not losing sales from other recyclers. You can decide which salesperson talks to recyclers, shops, insurance adjusters, or the public. Your Car-Part web tech can help you set it all up.

Do you like selling to shops and insurance adjusters?

With Live Chat and Real Time Part Verification (RTP), shops and adjusters can check the part, see if you still have it, and order it from their tablet while standing in the lot looking at the car.

If you want to know more about Car-Part Messaging (iCPM) or need a refresher course in all that Car-Part Gold has to offer, get a hold of me or come to one of our online webinars. You can sign up at: products.car-part.com/webinars/

Or, as always, call me, text me, or email me at 859-802-2382 or TheresaC@Car-Part.com



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 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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Owner/Key Contact E-Mail: _____

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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!**

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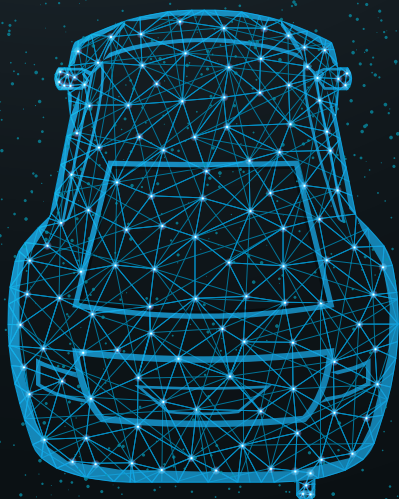
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