



# Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

October/November 2021

## MATR Annual Meeting

Are you finding it difficult to keep employee's these days? Are you wanting to learn more about hybrid and electric cars? Do you want to hear from Car-part.com? Maybe you want to attend a roundtable about before and after COVID? Most of you have heard of Mike Kunkle, Profit Team Consulting, he is a wealth of information and he will be presenting this year too. Catalytic Convertors, lots new there to hear about. All this and more, is what you can expect at the MO/IL Convention & Trade Show October 29 & 30. This event will be a success if the MATR members attend. Not only are you getting lots of good education, but you are supporting your state association in the best way possible. By inviting surrounding states could mean you meet new people to do business with. MATR will be having a Board/Member Annual Meeting on Saturday, October 30th. Lastly, everyone who registers for this event will automatically be eligible to win one of **five prizes on Saturday night, (Weber Grill/meat package, Yeti Cooler/booze, or 1 of 3 \$25 gift certificate), winners must be present to win.** Saturday night when we have our drawing there will also be a dinner and entertainment. Great 70s and 80s music provided by Deja Voodoo Band. Go to [www.illinoisautorecyclers.com](http://www.illinoisautorecyclers.com) to hear for yourself. Simply click on a picture of the band and it will take you to their sight which has a clip you can listen to. This is all for you, an opportunity to learn, and ending with dinner and entertainment for your listening pleasure, a social event that is well overdo. This event has a good reputation for being a successful one and we hope to see you all there. Check out the registration in this newsletter and get registered today!

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### The Challenge of



...don't get left behind!

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Modern Imports  
St. Louis, MO  
eben@modernimports.com

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##### J.C. Shoemyer (2021)

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jshoemyer@jcautoparts.com

##### Dean Yancey (2022)

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dean@yanceyauto.com

- vacant seat - (2021)

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Kansas City, MO  
rjmgd9@hotmail.com

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autotheatrics@aol.com

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St. Louis, MO 63132  
marty@midwestici.com

#### Drew Van Devender (2021)

Car-Part.com  
Florence, AL 35630  
drew@car-part.com

### Executive Director

#### Randy J. Scherr

101 East High Street, Ste. 200  
P.O. Box 1072  
Jefferson City, MO 65102  
(573) 636-2822  
(573) 636-9749 fax  
rjscherr@swllc.us.com

## MATR Regular Members

#### A-1 Auto Recyclers

573-442-4343

#### Al's Auto Salvage & Sales

314-382-6112

#### Archway Auto Salvage & Sales, Inc.

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#### B & W Truck Repair, Inc.

573-393-2357

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417-532-7460

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712-262-7000

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573-565-3508

## MATR Associate Members

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712-328-2601

#### Car-Part.com

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859-344-1925

#### Grossman Iron & Steel

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314-231-9423

#### Interstate Metal Processing

Jonesburg, MO  
636-256-7400

#### Marty Satz,

Midwest Insurance Consultants  
LLC

St. Louis, MO  
800-449-1151

Newsletter content and association membership inquiries should be directed to:

**Randy J. Scherr**, MATR Executive Director

Email: [rjscherr@swllc.us.com](mailto:rjscherr@swllc.us.com)

**Find information on membership  
including the membership application at  
[www.matronline.com/associate.html](http://www.matronline.com/associate.html)**

Check us out online at [www.matronline.com](http://www.matronline.com)

Find us on

Missouri Automobile and Truck Recyclers Association

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## What is a Phase I ESA and Why Should Auto Recyclers Care?

By **VET Environmental Engineering, LLC**  
**Elizabeth Grubb, MS, MPA –**  
**Storm Water Program Manager**  
**Sara R. Hamidovic, MS, PE, CHMM – President**

It's almost summer! We hope you all are doing well and able to get out and enjoy the warm weather. While we mostly cover compliance topics in these articles, we thought we would switch it up and talk about real estate today. Recently, we have been getting a lot of questions from recyclers about Phase I Environmental Site Assessments (ESAs). Therefore, we thought we would give a brief overview of the process to help anyone out who may be looking at buying or selling property this summer.

So, what is a Phase I? A Phase I is a report that is prepared by a qualified environmental professional regarding a particular piece of real estate. Phase I ESAs are prepared in accordance with the American Society for Testing and Materials (ASTM) Standard entitled Standard Practice for ESAs. The goal of a Phase I is to identify, based on site walks, neighboring properties, records reviews, interviews, prior land usage, public agency file searches, historical aerial photography, maps, and chains-of-title, any potential or existing adverse environmental conditions on a specific parcel or parcels of land. A Phase I ESA is a paper chase and does not typi-

cally involve any type of sampling.

The Comprehensive Environmental Response, Compensation and Liability Act (CERCLA) of 1980 changed the way that courts view ownership of environmentally impaired real estate. Based on the way courts interpreted CERCLA, a buyer, lessor, or lender could be held responsible for remediation of contaminated real estate even if a prior owner caused the problem. This was a dramatic regulatory change that necessitated studies on commercial and industrial real estate to protect prospective purchasers. The U.S. government realized the importance of assessing commercial property prior to real estate transactions and passed the Superfund Cleanup Acceleration Act of 1998.

The Superfund Cleanup Acceleration Act serves to lessen the potential liability for purchasers of real estate if the purchaser conducts appropriate inquiries, a Phase I ESA, prior to purchasing the real estate. Based on CERCLA many facilities that were used for commercial or industrial purposes in the past were being abandoned and not redeveloped due to the fear of liability associated with purchasing such a site. The 1998



legislation was developed in hopes that many existing abandoned sites would be remediated and redeveloped. It provided a defense for individuals that are interested in purchasing and redeveloping environmentally impaired real estate. This defense is commonly known as the "Innocent Landowner Defense."

Phase I ESAs are the principal tool for the initial assessment of real estate. ESAs are extremely important to all parties involved in a real estate transaction. A purchaser may commission a Phase I to understand what he is purchasing. A seller may perform a Phase I to protect himself from future liability associated with future land use. A lender may commission a Phase I to decide whether or not to lend money on a particular site. A municipality may perform a Phase I to consider changing zoning on a piece of land. Or, a current owner may conduct a Phase I to better understand the history of his property.

Regardless of the reason for performing a Phase I ESA it is imperative that the Phase I is conducted by a qualified environmental professional according to the ASTM standard. As an automotive recycler a Phase I ESA may be in your future. If you decide to sell your yard the prospective buyer will likely be required to conduct a Phase I, particularly if a lender will be involved. If you would like to expand your business by purchasing a new yard, or add additional real estate, it would be prudent for you to commission a Phase I. You want to know what you are getting and you

want the best price. A good Phase I sitting on your shelf is a security blanket and/or an effective negotiation and planning tool.

Auto salvage and scrap yards were not traditionally known as "recyclers". They were traditionally known as "junkyards". Although there is a push to make the industry friendlier to the environment and more "green" there is still a general mentality that salvage yards are problems. Some are. It is important that you understand the Phase I process and what will be evaluated as part of the process. Prepare yourself now by addressing the issues that will be evaluated as part of a Phase I. When it is time to sell you want options. Perhaps you could sell your yard to a residential developer for a larger profit than to another recycler. In order to have these options a Phase I may be involved. If you are properly prepared

a Phase I is a tool you can use to buy or sell right.

We hope this gives you a good overview of the Phase I process and explains the basics. As always, if you have any questions or concerns, please do not hesitate to contact VET at (812) 822-0400.

## Got compliance?



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# The Challenge of



## ...don't get left behind!

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

### Seminars & Events include:

#### Friday Oct 29

- 3:00PM **Busch Brewery Tour \$10/person at door**
- 4:00PM Registration Opens -  
Best Western Premier, Alton, IL
- 5:00 - 10:00PM **Exhibitor Appreciation Night!**  
Trade Show opens at 5:00  
Enjoy Cocktail/Silent/Live auction/Reception  
**Donated Catalytic Converters** to be included in the  
Live Auction.

#### Saturday, October 30

- 9:00AM - 10:00AM • **Teamwork for Team Members**  
with Theresa Car-part.com
- **"Maintaining a Positive Culture and How it Impacts Hiring"** with Mike Kunkle
- 10:00AM - 11:00AM • **Online Selling – Ready or NOT!**  
with Theresa Car-part.com
- **"If they say this - you say that."** with Mike Kunkle
- 11:00AM - 2:00PM **Trade Show Opens**
- Noon **Lunch** with Exhibitors
- 2:00PM - 3:00PM • **"Life after Covid"** Round Table Discussion -
- **A Look at Catalytic Convertor Issues**

#### Break refreshments located at the Registration desk

- 3:15PM - 4:15PM • **MATR Board/Membership Meeting**
- **IL Green Car Awards, VET Environment**
- 4:30PM - 5:30PM • **Electric and Hybrid Cars - What you need to know?**
- 6:00PM **CELEBRATION & Door Prize Drawings!!!!**  
Please join us for dinner and live music provided by  
Deja Voodoo Band 70s & 80s music. You'll know all the songs!  
Dance the night away!!!

**Thank you & See You at the Show!**

**All subject to change**

### Sponsorships Available

**Thank you for your support!**

All sponsors will be acknowledged throughout the event!!!

#### EVENT SPONSORSHIP LEVEL

<b>GOLD SPONSOR</b>	<b>\$2500</b>
Prime exhibit space, Banner, & 10 minute "Radio spot" during lunch	
<b>SILVER SPONSOR</b>	<b>\$1500</b>
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<b>BRONZE SPONSOR</b>	<b>\$1000</b>
Prime Exhibit Space & Banner	

#### Additional Sponsorships

<b>Friday Night Hors d'oeuvres</b>	<b>\$1200</b>
<b>Friday Night Cocktail Bar</b>	<b>\$1000</b>
<b>Elevator Wrap</b>	<b>\$1200</b>
<b>Session Sponsor</b> (Multiple Sponsorships)	<b>\$700</b>
<b>Break Sponsor</b> (Multiple Sponsorships)	<b>\$500</b>
<b>Saturday Lunch</b>	<b>\$1500</b>
<b>Saturday Night Dinner</b>	<b>\$2000</b>

Visit [www.IllinoisAutoRecyclers.com](http://www.IllinoisAutoRecyclers.com)  
 For Exhibitor information

**\*\*\* Door Prize \*\*\***  
 Everyone who registers for this event will automatically  
 \* Weber Grill/meat package \* Yeti Cooler  
 Winners must be present

# Let's come together to: Educate, Learn, Network, & Celebrate! *All are welcome!*

## Hotel Info

**Best Western Premier - Alton**  
3559 College Avenue • Alton, IL 62002  
618.462.1220  
Special room rate if you mention  
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Includes a full hot buffet breakfast on  
Saturday & Sunday and free parking.  
**CUT OFF DATE is October 11, 2021**

## 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!**

## Contact information:

Michelle Lechner  
877/880-2874 fax: 877/747-7597  
Email: ILLautorecyclers@aol.com

**Catalytic Buyers:**  
**Bid on a Box of "Cats"**  
**During the Live Auction**

**Free Drawings \* \* \***  
Eligible by eligible to win one of five prizes on Saturday night.  
**Beer/Booze \* 1 of 3 \$25 gift certificates \***  
Be present to win.

## Attendee Registration

Registration fee is \$110 per person or \$90 per person if three or more and \$80 per person if five or more register from the same facility.  
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Names for Badges	Names for Badges
_____	_____
_____	_____
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_____	_____

### Select ONE pricing level based on # of Attendees

No. of attendees: \_\_\_\_\_ @ (1-2) 110/person = \$ \_\_\_\_\_  
or \_\_\_\_\_ @ (3-4) \$90/person = \$ \_\_\_\_\_  
or \_\_\_\_\_ @ (5+) \$80/person = \$ \_\_\_\_\_

### Sponsorship Opportunity (Write in a Sponsorship if you choose to do so)

\_\_\_\_\_ \$ \_\_\_\_\_

**TOTAL \$**                     

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

	Friday	How Many?	Saturday	How Many?
Reception/Auction	_____		Lunch	_____
			Dinner	_____

## Payment Information

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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

Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Fax: \_\_\_\_\_

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

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

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

Please check one:  Regular Member \$400.00  Associate Member \$275.00  
*Additional Locations are charged \$200.00 annually*

### 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:**  
P.O. Box 1072  
Jefferson City, Missouri 65102-1072  
(573) 636-2822  
Fax: (573) 636-9749  
[www.matronline.com](http://www.matronline.com)



# QC Counts: Core Packing 101

By Paul D'Adamo

## Life Lesson

My wife and I recently moved from Massachusetts to New Hampshire. After 34 years in the same house, you accumulate a wealth of personal belongings. Priority #1 was to eliminate non-essentials so as not to bog down the moving process. Priority #2 was to ensure that the good stuff gets there in one piece. Hence the phrase "Don't pack the Waterford Crystal under the Pots & Pans." If you value something, you must afford it enough TLC through handling, placement, and packaging, or it will be ruined.

## Cores are Merchandise . . .Not Junk.

The same concept can be applied to Cores. I helped create multiple videos for one of our national accounts to highlight the damage done when cores are packed in a haphazard manner. Customers are rightfully upset when their checks do not match what was invoiced. **Recyclers, please don't take offense, but many of you put cores in the same category as scrap; therefore, your employees treat cores as junk and damage parts when packing the core box.** You might want to review your core packing process to ensure more parts arrive in the same condition they were pulled.

## Core Companies are Customers Too

Recyclers across the US and Canada have stepped up their QC game when it comes to customer parts. Hmmm. Core Companies are Customers too! We can only sell "rebuildable cores" to our customers. It makes no sense to take the time to identify and pull cores, only to chuck them in the box with no regard to their fragility. Junk parts have no value to our Customers.

## Recommendations

1. **Recognize the function of Core Removal** by assigning a title to this task, i.e., Core Tech or Auto Core Specialist, so the person per-

forming this job understands that the company places a value on cores.

2. **Give the Core Tech some training**, including parts knowledge, Quality Control Standards, and the tools, space, and packaging materials to send the core box out correctly.
3. **Pack in Layers.** Put Hard Cores (alternators, starters, a/c compressors, calipers, and gearboxes) at the bottom. Next, put Medium Duty Cores in the middle (Window/Wiper motors, Master Cylinders, Power Steering Pumps), and last, pack the Light Duty Cores at the top (Instrument Clusters, ECM's, Climate Controls).

# Marty Satz



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4. **Consider segregating Instrument Clusters** and ECM type parts into separate boxes within the core box. A little bit of bubble wrap or brown paper wrapping could go a long way to protecting the product from damage.

## Core Companies are Here to Help!

All Core Companies will gladly provide phone or live support to help you get better returns. Take advantage of this resource and maximize the labor you put into removing cores from your vehicles.

Cores can provide a constant revenue stream. Packing Quality Cores provides higher yields when the product is checked in. Let's work together to increase revenue.

Questions on QC Counts? Contact Paul the "Recall Guy" at [pdadamo@coresupply.com](mailto:pdadamo@coresupply.com) or 401-458-9080

## PLEASE SUPPORT the MATR News!

### Can you help to continue MATR News?

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

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

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

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

### Can you support MATR News?

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***"A good head and a good heart are always a formidable combination."***

***- Nelson Mandela***

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**Missouri Auto & Truck Recycler News**



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