



Missouri NEWS

Auto & Truck Recyclers

Serving the Membership of the Missouri Auto & Truck Recycler Association

April/May 2019

From the President

By Eben Shantz

Slow Down to Hurry Up

Recently, an awesomely fast Audi I have been driving met an early demise with the help of a new Fiesta driver that forgot what a left-turn yield was. I was very much upset, but hey, everyone was fine and cars can always be replaced. The backup car? Oh yeah baby, a Mercedes ML diesel with 180k+. As we all know, a car wants to go at what speed it wants to go at. I would easily say my 0-60 and time in transit has almost doubled. Here's the funny part about that, I didn't care...at all.

I found it's actually pleasurable to drive something slow. With staying in the right lane and observing more of what's around you, I have time to take into account all the other factors that I may have been just blowing by before. If there's something fishy going on, you'll have more time to adjust by braking or getting out of the way.

In short (and sadly), I think I'm an even better driver when I'm going slow.

You can take that exact same paradigm and apply it to your business.

While the parts pickers rocket around you and the forklifts zoom around your operation, it's all very impressive to watch and be around, but it's more important that you are taking into account the actual work getting done. "Walking is not working", another good Jim Counts saying that dutifully applies here. While all that activity is apparent, if at the end of the day you look back at your IMS and find out half the usual orders got out you just need to slow down(embodly the diesel!), watch the workers, and see what the workers careening around are actually doing.

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Missouri Automobile and Truck Recyclers Association

Missouri Auto & Truck Recyclers News

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Legislative Update

By Randy J. Scherr, Executive Director

Missouri Legislature Reaches Midpoint

The 2019 General Assembly is quickly approaching the mid-point of the 2019 session. The deadline for filing bills has passed in Missouri with 1757 bills and 85 joint resolutions filed in the House and Senate this session.

MATR has been actively working on legislation to cut down on the number of vehicles with substantial damage or have been totaled that move through auctions with clean titles and subsequently are issued salvage titles. HB 645 repeals the requirement for purchasers to obtain salvage titles for vehicles sold for salvage within six years of their designated model year. A hearing was scheduled for March 7 but was cancelled. A companion bill has been filed in the Senate –SB 369.

Other Bills Of Interest

HB 340 Requires sellers of motor vehicles to either make repairs subject to manufacturer’s recalls prior to the sale of the vehicle or notify the buyer and Department of Revenue of any deficiencies relating to recall notices so that the recall can be noted on the title. This bill has not yet received a hearing. MATR has offered amendments to exempt salvage dealers.

HB 451 Repeals the requirement that all motor vehicles must obtain an inspection before the vehicle may be licensed. This bill has been initially approved by the committee but has been debated on the floor of the House.

HB 651 Specifies that purchasers of motor vehicles must sign a waiver that acknowledges their sales tax liability.

HB 1092 Repeals a provision allowing scrap metal operators to purchase older inoperable motor vehicles or vehicle parts without receiving a title.

HB 369 Repeals the requirement for purchasers to obtain salvage titles for vehicles sold for salvage within six years of their designated model year.

SB 381 Repeals certain vehicle safety inspection requirements.

SB 492 Modifies provisions relating to the resale of scrap metals

President... continued from cover

Maybe you can find something that isn’t making the company money and get rid of it, you never know!

As far me as driving slow (at least for now), “it is better to drive a slow car, fast...than a fast car, slow.”

Thanks Pops!

-Eben
eben@modernimports.com



Find us on 

MATR
Dates of Interest

2019	
October	
10-12	ARA Convention & Expo Charlotte, NC www.araexpo.org
25/26	MATR & ATRI Joint Annual Meeting & Convention Best Western Premier Alton, IL

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To aid in the planning of our joint convention between MATR & ATRI, please forward any thoughts or suggestions for programing that you would like to see presented at the Annual Conference to the MATR Office.

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Leadership in Fleet Safety Management

Missouri Employers Mutual

In the United States, motor vehicle accidents are the #1 way to die on the job in all business sectors. Driving Safety Advisor Mark Trostell focuses on impacting driving safety and lowering crash rates at Encana Corporation, an oil and gas company that operates in the United States and Canada. In 2009, Mark retired from the Colorado State Patrol with over forty years of insight and experience on the roads. Encana operates with a fleet of over 1,250 vehicles and almost as many drivers. They brought Mark on board to help them develop a safety-focused fleet management program.

“One of the reasons that I came to Encana is because we had a couple fatalities in this company prior to my coming on board and they saw that they had the need,” Mark said. When he was hired, Encana had an average of 5.75 crashes per million miles on the road -significant when your fleet covers nearly 25 million miles each year. Encana wanted to make a difference and protect their drivers.

Under Mark’s leadership and guidance, that number was reduced to .30 crashes per million miles in 2017. How did they achieve these dramatic results? They developed Vehicle Technology and Driver Training programs. These programs helped build a culture of safety at Encana, defining expectations for its drivers and ensuring that they’re well equipped to be safe on the road. Creating an effective safety program for your organization can start today.

Developing a Fleet Safety Program

Whether you have a handful of drivers or are maintaining hundreds of vehicles in a company fleet, it only takes one unsafe driver to expose thousands of others to risk on the road. The purpose of a fleet safety program is to reduce motor vehicle accidents and protect your employees. “We all share the roads, and I think that any size company, no matter how large or small, should have elements in place to clearly define the expectations that the company wants to

share with their drivers so that they know what the requirements are for them on a daily basis,” Mark emphasized.

To best determine your needs, survey your organization’s driving practices. If you’re managing a large fleet, you may be familiar with some of your employees’ driving patterns. However, within many companies there is often also a “hidden fleet” of employees operating vehicles for company use. They can include:

- Part time employees running errands in their personal vehicles.
- Employees making deliveries or dropping off mail.
- Employees who regularly use their personal vehicle on company business.

The hidden fleet often goes without regulation or notice. Having a hidden fleet exposes your company to the same risks, especially if drivers are untrained in safe driving practices or operating vehicles that are not in safe condition. Identify if you have a hidden fleet by reviewing the vehicles and drivers in your organization. Then establish who can operate vehicles on company business, and begin providing them with the policies and training they need to operate under company standards.

Get Commitment from Leadership and Management Teams

An essential first step in creating a safety program is a commitment to safety by top-level management. Employees may find it difficult to follow safety rules without the participation of their managers and supervisors. Establishing a safety culture in your workplace begins with support from the highest tiers of your organization. This means recruiting and hiring safe drivers, actively responding to any safety incidents, and

being attentive to reports of safety hazards found on the job.

Develop Solid Policies and Practices

The next step in developing an effective safety culture is establishing and enforcing policies and procedures. Written policies not only protect the health and safety of fleet drivers and members of the public, but also allow for hazards to be identified and corrected. Encana uses several safety policies to ensure their drivers understand company expectations and are practicing safe behaviors that are above and beyond what local and state laws require.

Distracted Driving Policy

One of the swiftest ways to get into a vehicle accident is to become distracted while driving; even the most seasoned drivers can be sidetracked by a dropped snack or ringing smartphone. Teach your drivers how to avoid common distractions while operating fleet vehicles, such as pre-programming favorite radio stations and GPS routes ahead of time or pulling over to take notes or look up information. Signing a distracted driving policy holds drivers accountable for their actions while operating fleet vehicles and ensures that they understand company expectations.

Seatbelt Policy

Wearing your seat belt is the most effective action a driver can take to protect themselves in the event of a crash. Buckling your seat belt reduces your risk of fatal injury by 45 percent in a passenger vehicle, and by 60 percent in a light truck. In Colorado, where Encana operates from, drivers can't be pulled over for simply not wearing a seat belt. However, the company uses a seat belt policy to confirm their drivers know that they are required.

Impaired Driving Policy

Operating a vehicle under the influence of drugs or alcohol not only poses a major risk to the driver of a fleet vehicle, but to members of the public as well. While employees may agree to a standard drug and alcohol policy within the workplace, policies that apply specifi-

cally to driving will reaffirm that operating fleet vehicles under the influence is both illegal and unacceptable.

Train Your Drivers

Before allowing any employee into a fleet vehicle, they should complete training that covers the company expectations and policies. Performing a driver evaluation test can allow you to see how employees have processed the information and put it into practice. Designed to evaluate driving behavior, a vehicle monitoring system can tell employers how their employees are performing on the road. Adding incentives for better scores can motivate employees to improve.

Emergency Guidelines

Do your drivers know what to do in the event of a maintenance issue or road-

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side emergency? An unexpected situation may leave your driver stranded by the roadside. Mark said, "We don't want drivers parked on specific sections of roadways. I don't want them on the shoulder of a road. I want them to get off of the highway to lower their risk of being struck by another vehicle that's traveling by—even if it means destroying a tire or a rim."

Develop procedures that detail what to do in the event of a roadside emergency or accident, which may include reporting to police or filling out an incident report. Proactively prevent vehicle issues by carrying out regular vehicle inspections and offering repair request forms for employees who have located a hazard. Equip fleet vehicles with emergency supplies, such as road flares, gloves, reflective triangles, and jumper cables.

Maintain General Fleet Safety

Maintaining a safe fleet doesn't only come down to the knowledge of the drivers, but also to the condition of your vehicles! Require that vehicles go through frequent and thorough pre-trip inspections. For drivers who are going to be traveling in outdoor conditions or in regional inclement weather, vehicles should be equipped with adequate equipment and proper tires. Providing employees with safe, functional vehicles – or the process to verify that personal vehicles are safe to drive – is a simple way to minimize risk.

Why Companies Should Commit to Driving Safety Programs

In the transportation industry, developing an effective driving safety program is fundamental to creating a safety culture in the workplace. Operating a fleet without a safety program exposes your organization to risk and puts the lives of your drivers—and the public out on the roads—at risk. "I consider my employees kind of like my family. And losing an employee to the tragedy of a motor vehicle crash which is completely preventable is devastating," Mark said. "I think it's so important that companies take driving safety seriously, prioritize it, and do everything they can to sleep at night knowing they have done the best they can to help protect their employees."

Every year, over 4.5 million people are injured in traffic crashes. From Mark's perspective, all crashes are truly preventable. "It's pretty much accepted in the U.S. that we have traffic fatalities. It shouldn't be. We've become kind of complacent in our view about dying on the highway."

Missouri Employers Mutual offers dozens of resources to help you build a safety culture in your workplace. Visit www.mem-ins.com to listen to our podcast episode on Leadership in Fleet Safety Management and view other safety resources.

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MISSOURI AUTO & TRUCK RECYCLER MEMBERSHIP APPLICATION

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- 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.

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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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Membership Does Have Privileges!

By Theresa Colbert

You might know that I volunteer for several state auto recycling associations, doing fundraising and trying to grow membership. I attend board meetings several times a month; I volunteer to teach classes, sell raffle tickets, or anything else that needs to be done. I have done everything from setting up the tables and chairs before the show, to serving food during the show, and cleaning up after. I have even cleaned the bathrooms! To be honest, I just do whatever needs to be done.

I'm not telling you this to pat myself on the back. I'm hoping that explaining why I do this may motivate some of you to "join my cause," so to speak. Are all of those jobs fun? Nope, not really! Again, being honest here! I would much rather sit around, sipping a cocktail and chatting with my friends at these shows! But here's the deal:

Without The State And National Associations, Your Yard May Not Be A Viable Business!

Oh, I am not saying you would not be in business! Don't get me wrong! I am just saying that life as you know it would be much harder! I doubt that you have ever gone to Washington D.C. and asked your senators and congressmen to pass a bill protecting XYZ Auto Recycling. Or perhaps you have written a bill like the one ARA has right

now asking the OEs to give XYZ Auto Recycling all of the build sheet data on every car that you own? Or perhaps you would like to know which Takata airbags have been recalled or replaced already? Wouldn't that be handy?

Your associations do go to the state and national legislatures! They do try to get bills like these passed! This is the reason that I volunteer to help with these meetings and membership drives.

You do not have to volunteer to sit in on committee meetings or set up tables and chairs or clean bathrooms (although, I wish you would!), but please, I am begging you, PLEASE, join your state association and ARA!

The Yard You Save May Be Your Own!

Call me, text me, email me! I can help you sign up and may even be able to get you a discount rate for signing up with me! As always, have a great month!

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