



Texas Automotive Recycling REPORT

November/December 2020

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Submission Schedule

<u>Issue</u>	<u>Due Date</u>
Jan./Feb.	Dec. 1
Mar./Apr.	Feb. 1
May/June	Apr. 1
July/Aug	June 1
Sept./Oct.	Aug. 1
Nov./Dec.	Oct. 1

The Texas Automotive Recycling Report

The *Texas Automotive Recycling Report* is published six times per year for the Texas Automotive Recyclers Association. None of the material in this publication necessarily reflects the opinion of TARA, 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. Mention of trade names, commercial products, or techniques does not constitute endorsement or recommendation for use.

Newsletter content and association membership inquiries should be directed to:

TARA / Nandy Banks

Main #: 800-710-8272 • Cell #: 432-999-3274 • txautorecyclers@gmail.com

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A Letter From the Executive Director

By Nandy Banks

Theft and Unlicensed Activity in Our Backyards

Four arrests in an investigation of a Central Texas theft ring that focused on catalytic converters. This theft caused over 200k in damage to the vehicles. Waco is not the only city that this happens in. El Paso also was on the news for the same situation. This is only a few of the many thefts in our industry that are reported. This does not count for all the theft that we come across in our own business by our own employees.

Theft and unlicensed activity are alive in Texas and we must stand together and help fight this issue.

As I looked into filing a complaint, I came across some links that are avail-

able. The current online report links are below. Links on TARA web site also, www.texasara.com/forms

When TARA reports for you we send the information into the department and hope that someone will reply.

When sending your information to TARA please do so via e-mail or you may call. Please provide the following information:

About You

- Would you be willing to testify if this case results in a hearing?

File A Complaint On Unlicensed Used Automotive Parts Recyclers (UAPR)

TARA Will File the Complaint For You!

Contact Nandy Banks

www.txautorecyclers@gmail.com

800-710-8272

- Or -

Follow the link below and Complete the
Complaint Form for TDLR
<http://tinyurl.com/unlicensedAutoRecycler>

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- Your name and phone number (if you choose to stay anonymous please indicate as so)
- Only TARA will contact you if that's what you prefer.

The Person Or Firm You Are Complaining About

- Name, Address of where the unlicensed activity is happening, along with County
- Phone number, E-mail if you have it
- Description of the activity you are reporting.

File Your Complaint

If you do not know if a person or company is licensed or to file a Skimmer Complaint or Report, use the Unlicensed Activity option.

- To report a person or company operating without a license, go to https://www.tdlr.texas.gov/complaints/Default_Unlicensed.aspx
- To report a violation by a licensed individual or company, go to https://www.tdlr.texas.gov/complaints/default_Licensed.aspx

Look for more on this subject as we continue to improve our communication with all our Texas departments.

Nandy



Legislative Report

By Tchad Taormina

Greetings Members,

I hope you and your families are safe and healthy.

What a year and I am sure we are all looking forward to a new year which is fast approaching.

I was reading that traffic volume was down 11% Oct 20 compared to Oct 2019.

As we gear up for the upcoming session it is safe to stay that with the world, we are leaving in right now there will be changes on meeting onsite or in person during this session and we anticipate that virtual or online meetings will be the common theme. Whether we have to meet via teleconferences or virtual meetings we will continue to voice and fight on every legislative bill and topic brought to us.

With that being said I continue to see the other states with bills coming thru that ultimately carbon copy state to state. The Right To Repair bill in one state has really heated up as I sure we will see in Texas with the push that mandates vehicle owners and independent repair shops have access to the same diagnostic and repair data that automakers make available to their fran-

chised dealerships and certified repair facilities.

The initiative would give vehicle owners and independent repair shops access to real-time mechanical data from telematics, systems that collect and wirelessly transmit information such as crash notifications, remote diagnostics and navigation from the vehicle to a remote server. Unfortunately, it's also stirring up the debate over consumer privacy, data ownership and usage rights. More to come.

TDLR has continued to hold their virtual YouTube meetings for their regulated businesses and soon we should have more update on the Sunset review recommendations.

DMV had some proposals for some statute changes related to titling and registration. I did not have any objections to the topics proposed but it did raise the question on titling and registering vehicles non auction related. I would like to dig in more on this topic as we are all having to pay much more money on average at the auction pools making it very challenging competing and keeping our flow of parts thru our companies to keep sales in line. I will

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be asking many of you what we can do as an industry when it comes to non-auction pool vehicles and the process of non-titled vehicles you might come across. By the time we meet again we will have elections completed and more active legislative news to pass along. Until then be safe, healthy and stay TARA strong

Tchad Taormina



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:

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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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A World Without Auto Recyclers

By Marty Hollingshead, Northlake Auto Recycling, Hammond, IN

As a fellow Auto Recycler facing more and more barriers put before us, the constant state of change that is upon us with the challenges that we all face from the OEM's as well as the Insurance Industry, and the negative perception that our industry has in general, I have been thinking about the current state as well as the future of our industry. This got me thinking, what would the world really be like without Auto Recyclers? I started to think about how things would be if we all never existed, just like in the movie "It's a Wonderful Life." What would happen to all "Total Loss" and "End of Life" vehicles now? Would they be recycled? Would parts be harvested and available to repair vehicles in a cost-effective manner for those who can't afford to purchase new?

Would the fluids and refrigerants from these vehicles be recovered, and recycled, or just dumped on the ground and re-

leased into the air like back in the old days? High value commodities would most likely be recovered, but what would become of the rest of the vehicle? Who would process them now, or would they just clutter and pollute the landscape? What would become of the long-term, living wage jobs that would now be lost? What will become of the employees, and their families that lost these good-paying jobs? Would they be better off if we never existed?

What would happen if the OEM's had to process these "Total loss" and "End of Life" vehicles that they manufactured?

What would happen if they were now responsible for the proper processing and recycling of these vehicles? Didn't Ford Motor Company try this a few years back with Greenleaf? This did not work too well, did it? Furthermore, would they be able to do as good of a job as we do now? Would they be better or worse off, also? If you look to Europe, yes, some of the OEM's are responsible for this process, but they do this with smaller amounts of vehicles, in different countries with different cultures with different rules.

Now, let's look at how this would affect the Insurance and Repair Industries.

Currently, we provide the Insurance Industry as well as the Auto Repair Industry with cost-effective alternatives to repair vehicles that would otherwise become Total Losses. We also purchase Total Loss vehicles from the Insurance Industry in a competitive auction environment, which results in maximum salvage returns for the Insurers. More and more vehicles would now be Total Losses due to the lack of these recycled parts' availability, right? Wouldn't this have a negative financial effect on the Insurers and also result in higher premiums for the consumers?

What would become of the Salvage Auctions now without these Total Loss and End of Life vehicles to sell? This would

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also have a negative effect on the Insurance Industry, because now they are probably no longer getting paid for these Total Loss vehicles, which means they will have \$0 for a Salvage return.

Folks, the reality of it is this: We are the hardest-working industry in the Automotive Sector. We are forced to do the most with having the least to work with. We recycle these End of Life and Total Loss vehicles. We protect the environment by properly de-polluting these vehicles. We are selling "Green" recycled OEM parts. We are reducing the carbon footprint. We are saving non-renewable resources that would otherwise be used to manufacture these parts. We harvest and sell genuine OEM recycled parts. In spite of all the good we do, we have all the challenges of unfair competition, unfair information denial by the OEM's, as well as the negative perception of our industry.

For whatever reason, the OEM's have targeted us as their biggest threat. In reality, we have the smallest market share. As I have said before, we are not their competitor; the aftermarket and reman from others are. We should be looked upon for what and who we really are. To the OEM's, we are their viable partners. We are not their competition. We are not Junkyards, we are Recycled OEM. We are a needed industry, and we are relevant. We are committed to our employees, their families, our customers, our community, and the environment. We work hard. We deserve what we merit, and that is respect.

The problem as I see it is, we are fragmented and not organized as an industry.

The solution is, to unite and come together as one. The question before all of us is, do you want to be part of the problem or the solution?

We need to take control of our destiny and we all need to come together to shape the future for our industry.

We need to unite as an industry. We need to tell our story. We need to tell the world who we are and what we really do. We need to do it with one, unified voice. We need to support and participate in our National and State Associations.

We can no longer afford not to.

Support your State and National Associations! Support ARA!

Marty Hollingshead has been in the business since 1973 and the owner of Northlake Auto Recyclers, Inc., Hammond, Indiana, since 1984.

Marty is the current Secretary of ARA, and is a board member of the Indiana Automotive Recyclers Association. Both Marty and Northlake have received numerous awards and recognition for excellence in the industry and the community. You can reach Marty by phone: 219-937-3960, or visit his website: www.narparts.com.

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Join TARA Today! Just see what we can accomplish together!
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Texas Automotive Recycling Report

What Does A Membership To Texas ARA Offer?

TARA is the VOICE of automotive recyclers in Texas. TARA provides education to members and advocates for the industry. For 55 years, TARA has worked with the Texas Legislature and executive branch agencies to promote a fair and safe climate for our customers and a healthy business environment for the industry.

Membership Benefits

Advocacy – TARA's lobbyist represents you and your business interests at the Capitol and before the Texas Department of Licensing and Regulation, Texas Department of Motor Vehicles and the Texas Commission on Environmental Quality. TARA's Political Action Committee actively supports candidates for the State Legislature that are supportive of the recycling industry.

Education – TARA's annual convention offers workshops, educational sessions, facility tours and a trade show to keep our members up to date on state and federal laws, regulations, technology, products, services and business innovations. Through the TARA website and the TARA Newsbreak, members receive regular updates on these topics, industry news and resources for compliance with industry regulations including National Motor Vehicle Title Information System (NMVTIS) and the End of Life Vehicle Solutions Corporation (ELVS).

Networking – TARA's annual convention provides a venue for the exchange of ideas between professional recyclers in both formal and informal settings. While the trade show offers members an opportunity to meet with suppliers from across the country.

ARA Relationship – TARA is the Texas state chapter of the American Recyclers Association (ARA) and keeps you abreast of federal issues through that relationship. Additionally, all TARA members receive the Dismantlers Digest, the official publication of ARA.

TARA Stats as of 07/31/2020

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Director	Lance Thomas	BYOT Auto Parts	Tel: 254-307-2080	lthomas@byotautoparts.com
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✧ **DIRECT MEMBERS – 120**

✧ **LICENSED RECYCLERS IN STATE – 708 with 82 to expire before 08/01/2020**

✧ **MEETINGS – BOARD MEETING: TWICE A YEAR**

✧ **CONVENTIONS – ANNUAL**

✧ **LEGISLATIVE AGENDA – EVERY TWO YEARS SESSIONS**

Join us in supporting this Association that has been there for the industry for over 55 years. Without your support TARA might not be able to do all that it does for you.

Thank You

Online application for membership at [TexasARA.com/forms](https://www.texasara.com/forms) then link on TARA Membership Application



TARA MEMBERSHIP APPLICATION

Paid in full membership is a 1 year term from the 1st of the month dated closest to "Today's Date".
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Date: _____

PRIMARY LOCATION

Company Name: _____

Address: _____

City: _____ State: _____ ZIP Code: _____ County: _____

Business Phone: (____) _____ Cell: (____) _____

E-Mail: _____ Web site: _____

Contact Name: _____ Title: _____

Owner Name: _____ # of Additional Locations: _____

Company Type: Sole Proprietorship _____ Partnership/Type _____
 Corporation/Type _____ Other _____

TDLR Used Auto Parts Recyclers License No.: _____ TCEQ Storm Water Permit No.: _____

ADDITIONAL LOCATION (Salvage Yards)

Company Name: _____

Address: _____

City: _____ State: _____ ZIP Code: _____ County: _____

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Contact Name: _____ Title: _____

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YOUR CATEGORY:

- Direct Primary Member \$400.00 per year Associate Member \$400.00 per year
 Additional Yard(s) - \$125.00 per yard/per year **Please attach information for all additional yards**

PAYMENT INFORMATION

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- ▶ **Paperless Inventory System** with virtually no typing required. Inventory in the Palm of your Hand. The software works on a Windows GO or Surface tablet (you purchase separately).
- ▶ **NEW! Loose Parts Pictures & Parts Auditing** – Manage your existing inventory by Location, Tag or Stock Number. Take pictures of your Existing Inventory and attach to the part or stock number (Powerlink).
- ▶ **NEW!** Inventory Buddy now checks RAS for Recalled Parts Automatically using the NSVRP Recall system (www.NSVRP.com – see tablet screen to the right).
- ▶ **Integrated Pictures** – Take pictures on the tablet, transfer to Final Desktop Review and seamlessly transfer to Yard Management System. Offline/Alternate Image Storage and Backup Options available also.
- ▶ **Integrated Data Sharing** from Bid Buddy to Inventory Buddy – Your buying decisions, good parts selection, pricing and auction images transfer to Inventory Buddy when a purchased VIN is loaded on the inventory tablet.
- ▶ **Third Party Companies Integrated in Inventory Buddy**
 - **IAA Data Service** – Helps identify and select interchange (requires a IAA user and password)
 - **RAS Cores** – Manage and sell cores within the worksheet on the tablet and the Final DesktopReview (requires a user and password)
 - **URG Cores** – 60 day free trial for non URG Members. Have access to all the core companies nationwide. Included in your URG benefits.
 - **Comp Nine Total VIN Decoder** – Actual manufacturer build sheets on domestic VINs. Use as a reference tool to select interchange (Subscription additional).



Inventory Buddy \$1,500 Annually

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

Bid Buddy

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

Bid Buddy \$1,800 Annually

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

All inclusive Support, Installation, Training, IC Updates and Software Upgrades

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The Texas Automotive Recycling Report

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➤ **\$200 million of Car-Part Interchange Plus (CPI+) parts were quoted in the 2019 Car-Part marketplace.**

Are you tapping into this opportunity?

➤ **40% of CPI+ searched parts are Not-In-Stock, representing an additional \$100 million opportunity.**

Your parts can sell easily with no competition!

➤ **CPI+ and Car-Part buyer requests are integrated into Bidmate, Partmate, and Checkmate helping you buy, inventory, and sell.***

* Car-Part buyer stats are a separate add-on

➤ **Checkmate 2 is available for PL2 and Pinnacle users.**

Use it to inventory your CPI+ parts and sell them in the Car-Part and eBay marketplaces.

➤ **Powerlink, Pinnacle, and Checkmate users can subscribe to Crashlink to view CPI+, additional OE interchange, OE diagrams, OE pricing and more.**

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For more info, call your friendly Car-Part salesperson.

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