

# Fuel for Thought

by D. J. Harrington

## Light Up Your Life

This month, I want to share with you a little secret. Just outside of Kansas City is the town of Kingsville, Missouri.

I first spoke at the QRP Midwest meeting for all of their 38 yards. What a great turn out! I then traveled to County Line Auto Parts in this town of Kingsville, MO. The co-owners of this exceptional modern recycling facility are Joe Roederer, Don Morris and Dennis and Krystyn Roberts.

Krystyn Roberts, a truly great lady, and Dennis, her dynamic husband, along with Joe and Don bought County Line Auto Parts back in 2003. They together have grown the company from 10 employees to over 33 today. Parts are housed in a 25,000 square foot warehouse on 38 acres of surrounding land.

What I want to share with you is their "Light Division". We all know the No. 1 part replaced by insurance companies are headlights and taillights.

They established a reconditioning operation back in November 2005. In another 5,000 square foot building that is just next door to County Line. Dennis and Krystyn explain to me how the lights are polished to remove scratches and damaged tabs are repaired with steel reinforcing pins. The interior of the light is cleaner and a UV coating is applied to



prevent yellowing.

I watched the 16-step process remove scratches, repair damage and resurface these lights. It was truly amazing. Dennis told me, "D.J., you get a headlight or taillight that looks new for a used price and with it, a warranty to back it up!"

There were lights every where you looked - over 7,500 remanufactured headlights and taillights in stock. The majority of the inventory is 2000 and newer, but WAIT...they also have some popular items available for vehicles as old as 1991. And I know they have some hard to find lights that are just aren't available elsewhere. Even the way they box the light with foam packing that conforms to the shape of the light, making it safe to send anywhere is remarkable!

The reason I titled this article "Light Up Your Life" is that I want everyone who is planning to come to ARA's 65<sup>th</sup> Convention in October held in Kansas City, MO, to plan on a short trip to County Line Auto Parts and see this place first hand! It is 15 miles past the ARA tour of yards. Their yard is not on the *OFFICIAL* tour but this is a **MUST SEE!** It would be like being near Garretson, SD, and not going by and seeing Shannon Nordstrom and his mom and dad, Marie and Art, at the Nordstrom Automotive Empire.

One side note...read Ginny Whelan's articles. She has forgotten more than a lot of people know about this industry. And if you have not checked out ARA University lately, do your self a favor and do it now ([www.arauniversity.com](http://www.arauniversity.com))!

See you next month and please...

**"LIGHT UP YOUR LIFE"!**

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