

**Ontario Chamber of Commerce
November Business of the Month
AVL Recycling
6375 Furnace Rd.**



Brent Johnstone, owner of AVL Recycling was born into the automobile recycling business. Johnstone, the grandson of the Andy in Andy's Auto Parts has been recycling parts since he was about eight years old. I used to go out and collect snow brushes and fuses and put them out front for sale. That was back when people used to reuse everything.

With about 30,000 square feet of in-door space on three floors, AVL Recycling is able to house about 30 vehicles ready to be dismantled. The second and third floors contain parts ready for distribution. Normally within 24 hours of the vehicle being in the facility all the parts that are going to be up for sale are in the computer. Within a week or two the vehicle is processed. AVL Recycling essentially dismantles two or three cars a day into their basic raw materials or components. The resalable parts are removed, entered into the database and shelved. Key components of this business are having the correct shelving units and storage bins. The raw materials are separated and sold. Copper, tin, Platinum from catalytic converts and Aluminum are some of the raw materials recovered. About 95% of the vehicle is recycled, including tires, batteries, oil, antifreeze, and washer fluid. Johnstone says mercury switches and glass are the only items that create problems. The mercury has to be removed and disposed of according to DEC regulations. Mercury switches turned on trunk and hood lights in older cars and are found in some ABS systems. Glass poses a problem because there are so many different kinds, tints, and other restrictions on it that most of it goes to the shredder. Glass may be separated out at the shredder. Over 90% of the material that goes through the shredder is reused.

As a new company Johnstone is still trying to increase his retail sales. It is tough to break into the used parts sales environment because of family ties. Folks tend to go to the salvage yards that their parents went to and there are plenty of them in the area. The indoor operation does not provide any visual opportunities for people to identify the business as a salvage yard. Most of the business comes from repair shops, body and mechanical. Insurance companies are also a large part of the business, looking for parts for wrecked cars. Walk-in's are welcome. Johnstone likes dealing with the retail people because he is dealing with the person that owns that car. Advertising and the internet have helped. AVL has an E-Bay store, with about 15,000 parts listed. Johnstone is happy with the steady growth AVL has made since opening.

The name AVL is derived from Johnstone's passions: Audi, Volkswagen, and Lotus. The "A" is a big help as listings are alphabetical. At some point Johnstone hopes to specialize in those cars. Specialization in these three makes would be a natural for an all in-door operation.

Johnstone credits the town for helping to get the business started. AVL Recycling has five full-time employees.

The hours of operation are: Monday – Friday 8am-5pm, Saturday 8am-noon

Check out AVL Recycling on the web at for more details.

<http://www.avlrecycling.com/>

Phone: 315-333-5464

Phone: 866-585-6670

Congratulations to AVL Recycling as Business of the Month for November.

Ontario Chamber of Commerce is pleased to salute this Ontario Business as the "**Business of the Month.**" The customized "**Business of the Month**" announcement sign is posted at their business.

They are also featured in the WAYNE COUNTY MAIL, and the WEBSTER-ONTARIO PENNYSAVER.